



**Harvard
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RIGHTS GUIDE

London Book Fair 2023



OUR PURPOSE

We help leaders move the world forward.

We publish around forty books a year—both stand-alone authored titles and HBR-branded series books. We have over 500 active titles on our backlist, including *Leading Change*, *The First 90 Days*, *Blue Ocean Strategy*, *The Innovator's Dilemma*, *Playing to Win*, *Invent and Wander*, and *Conscious Capitalism*.

Global publishing and reach are essential parts of our mission. We acquire ideas from around the world with concepts, principles, and examples that managers in any region can use in their business. Almost 40 percent of HBR Press sales are from outside the United States, and translations are a vital part of this.

We also look for ideas that will work not only as books but as articles, toolkits, graphics, videos, and events. Our series books and books with toolkits are the fastest-growing parts of the HBR Press business.



As part of the HBR Group, our relationship with *Harvard Business Review* magazine and HBR.org extends the audience for our books.

- We have over 29 million followers across social media.
- HBR print and iPad English circulation is over 340,000—distributed in over fifty countries.
- We have nine local language HBR editions—in Arabic, Chinese (simplified), Chinese (traditional), French, German, Italian, Japanese, Korean, and Turkish—that publish a mix of global and local content.
- There are 11 million unique visitors each month to HBR.org—60 percent from outside the United States.
- We send out twenty e-newsletters, with a total reach of 1.1 million subscribers.
- Our podcasts get 2.5 million monthly downloads—led by the *HBR IdeaCast* with over 2 million downloads per month.

Our direct relationship with and deep knowledge of our customers allow us to better serve them and give our authors wider access to a valuable audience of influential business professionals.

**OCTOBER 2023**

9781647822873

LEADERSHIP

256 pages • 6 1/8" x 9 1/4"

US\$ 30.00 • Hardcover

COMPARATIVE TITLES*Dare to Lead*

Brené Brown, Random House, 2018

Good Power

Ginni Rometty, HBR Press, 2023

The Heart of Business

Hubert Joly, HBR Press, 2021

Move Fast and Fix Things

The Trusted Leader's Guide to Solving Hard Problems

FRANCES FREI, ANNE MORRISS

Bestselling authors and hosts of the TED *Fixable* podcast reinvent how to lead change—with a radical approach that moves fast, builds trust, and accelerates excellence.

Frances Frei and Anne Morriss say the tech motto “move fast and break things” has fueled an assumption that a certain amount of wreckage is the price we must pay for inventing the future. They argue that this is false and the best change leaders solve hard problems with fierce urgency while taking care of their organization and people. They move fast and fix things.

Based on their work with Uber, Riot Games, Pinterest, and other fast-moving companies, Frei and Morriss reveal the five practices that the most effective leaders use:

- Identify the right problem
- Run small experiments before scaling solutions
- Build the case for change while driving it
- Empower the organization
- Champion difference

Move Fast and Fix Things is your trusted guide for taking less time to do more of the things that will make your organization stronger.

Frances Frei is a professor at Harvard Business School. She works with companies embarking on large-scale transformation and served as Uber's first senior vice president of leadership and strategy to help the company navigate its crisis in leadership and culture. Her TED Talk on trust has six million views.

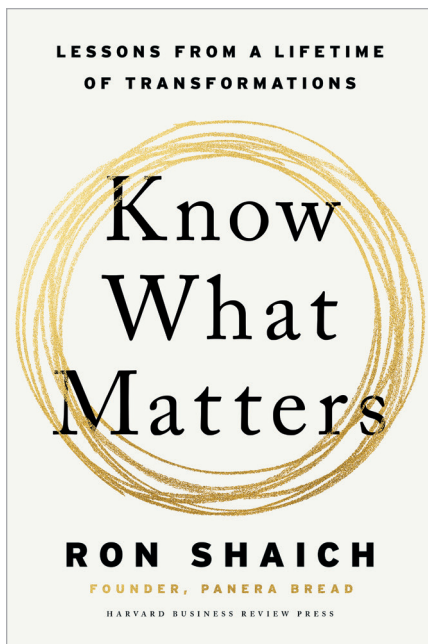
— [VISIT AUTHOR PAGE](#)

Anne Morriss is a highly sought-after leadership coach and the founder of the Leadership Consortium. She works to help emerging leaders thrive. Her collaborators have ranged from early-stage tech founders to *Fortune* 50 executives to public-sector leaders building national competitiveness.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Shows how leaders at any level can have an impact—fast
- › Outlines an actionable “five practices” framework to accelerate change
- › Provides a plan to implement the five practices in five days

**OCTOBER 2023**

9781647825591

INNOVATION & ENTREPRENEURSHIP

256 pages • 6 1/8" x 9 1/4"

US\$ 30.00 • Hardcover

COMPARATIVE TITLES*Play Nice But Win*

Michael Dell, Portfolio, 2021

My Life in Full

Indra Nooyi, Portfolio, 2021

Hit Refresh

Satya Nadella, Harper, 2017

Know What Matters

Lessons from a Lifetime of Transformations

RON SHAICH

Ron Shaich, founder and former CEO of Panera Bread, shares his principles for success in work and life and his discovery of what will matter tomorrow and building toward it today.

How did Ron Shaich build a little bakery in St. Louis into 2,400 restaurants with \$6 billion in revenue and annual returns of 25 percent, outperforming Starbucks, Chipotle, and all others? By seeing the future and clearing a path to it, leading and innovating from the future back.

Now Shaich is sharing his story, from his humble entrepreneurial beginnings through his successful turnaround of Au Bon Pain, and how that led to his creation of a new category of restaurant—fast casual—and the mega-success of Panera. He also shares the lows, the defeats, and the uncertainties he encountered along the way and how he persevered through them.

In each chapter, Shaich brings to life a principle for success that has guided his career—and his life. Sometimes practical (“Make smart bets”) and often challenging (“You don’t own the business; the business owns you”), Shaich’s principles combine to form a blueprint for innovators, leaders, and entrepreneurs set on success and making a difference.

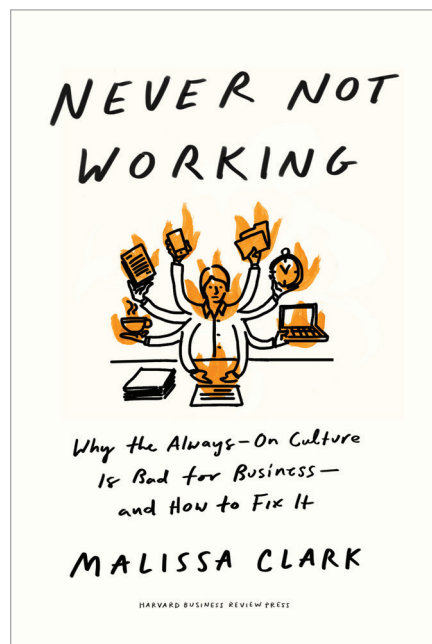
When you know what matters, you can build transformative businesses while leading a life you can be proud of and having a positive impact on the world.

Ron Shaich is founder and former Chairman and CEO of Panera Bread and a pioneer in the restaurant industry who disrupted the industry paradigm. He received the Nation’s Restaurant News Pioneer Award for being one of the most significant contributors to the history of the restaurant industry. Past winners have included Colonel Harland Sanders, Ray Kroc, and J. Willard Marriott Sr. Shaich is the Managing Partner of Act III Holdings, a \$300 million fund that invests in public and private restaurant and consumer companies.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Shares Shaich’s principles that guide his business and life choices
- › Uses compelling stories, with each chapter focusing on one principle
- › Shines a light on one of the great business success stories of the first part of the twenty-first century

**FEBRUARY 2024**

9781647825096

LEADERSHIP & MANAGING PEOPLE

256 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES*The Burnout Epidemic*

Jennifer Moss, HBR Press, 2021

Burnout to Breakthrough

Eileen McDargh, Berrett-Koehler, 2020

Burnout

Emily Nagoski, Ballentine, 2020

Never Not Working

Why the Always-On Culture Is Bad for Business—and How to Fix It

MALISSA CLARK

The always-on, hustle culture creates an unhealthy, counterproductive relationship with work.

Encouraged by business and society, many workers believe that to compete with other top talent they must embrace a culture that rewards long hours and constant connection to work. Sometimes that endorsement is explicit, but more often it's an implicit contract, a buildup of organizational and cultural norms and the adoption of new technologies that increasingly make it easy to tether people to work.

Either way, this workaholic behavior is unhealthy and counterproductive for workers and for organizations. In *Never Not Working*, Malissa Clark delivers a comprehensive definition of workaholism and then helps you see if you're falling prey to the phenomenon or if you're creating workaholics in your organization.

She shows how to escape the trap of putting work at the center of everything and losing your well-being—or your company's performance—in the process. *Never Not Working* is the essential guide to identifying workaholism in yourself and others and starting on the road to recovery.

Malissa Clark is Associate Professor of Industrial and Organizational Psychology at the University of Georgia, where she leads the Work and Family Experience Research (WAFER) Lab. She is one of the world's leading scholars on workaholism, overwork, work-life balance, and worker well-being. In addition to serving as an expert consultant to many organizations on these issues, she has been featured along with her work in outlets including the BBC, *Glamour*, *The Atlantic*, and HuffPost.

[→ VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Tackles the problem of workaholism head-on
- › Outlines a practical framework for assessing and combating workaholism
- › Looks at both workaholics and their enablers

**FEBRUARY 2024**

9781647826048

STRATEGY

256 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES

Competing in the Age of AI
Marco Iansiti, Karim Lakhani,
HBR Press, 2020

Driving Digital Strategy
Sunil Gupta, HBR Press, 2018

Smart Rivals

How Innovative Companies Play Games That Tech Giants Can't Win

FENG ZHU, BONNIE YINING CAO

How traditional or smaller companies can better compete with Big Tech on their own terms—from a Harvard Business School professor and a former Bloomberg journalist.

Companies are fighting the wrong battle. The consensus has been to learn the best practices from Big Tech and imitate them. But new paths for growth aren't created by imitation; they're forged by radical differentiation.

In *Smart Rivals*, Harvard Business School Professor Feng Zhu and former Bloomberg journalist Bonnie Cao show leaders how to create new competitive advantages by offering product features and benefits that tech giants and other competitors cannot match.

Zhu and Cao bring readers across the globe, revealing how big conglomerates—Coca-Cola, Ping An, and AB InBev—and scrappy upstarts—an Italian toll payment platform, a Chinese footwear retailer, a Nigerian media company, and scores of others—have managed to thrive by tapping into their unique capabilities.

Based on original research and insights gleaned from leaders in a wide range of industries, *Smart Rivals* will help you find new capabilities that mere imitation could never provide and that will lead to new products, services, strategies, and advantages.

Feng Zhu, MBA Class of 1958 and Professor of Business Administration at Harvard Business School, is an expert on platform strategy, digital transformation, and innovation. He codirects the Platform Lab at the Digital, Data, and Design Institute at Harvard.

— [VISIT AUTHOR PAGE](#)

Bonnie Yining Cao is a financial journalist-turned-business-researcher at Harvard Business School's Asia-Pacific Research Center. Prior to her research career, she was the emerging markets correspondent for Bloomberg, based in New York, after earlier establishing the company's real estate and hotel beat in China.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Includes global case studies from the authors' own research
- › Smart analysis informed by the authors' collective experience in academia and journalism
- › Inspired by a curriculum that is taught to executives at Harvard Business School

**JANUARY 2024**

9781647823887

STRATEGY

256 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES*Talent Makers*

Daniel Chait, Jon Stross, Wiley, 2021

*Competing in the Age of AI*Marco Iansiti, Karim Lakhani,
HBR Press, 2020*The Alliance*Reid Hoffman, Ben Casnocha, Chris Yeh,
HBR Press, 2014

Open Talent

Leveraging the Global Workforce to Solve Your Biggest Challenges

JOHN WINSOR, JIN H. PAIK

In the new world of work, one thing is clear: the war for talent is over—and talent won.

As the pandemic waned, we returned to sparsely populated offices and empty conference rooms. Our working life had been transformed, seemingly overnight. We rocketed a decade forward in one year, and now the imperative is clear—adapt to and leverage this new, digitally enabled world of “open talent” or get left behind.

In this essential guidebook for the new world of work, thought leaders John Winsor and Jin Paik show how talented workers everywhere exited their jobs without leaving the workforce, freelancing for multiple companies or starting small businesses. What’s more, with platforms like Freelancer.com, Fiverr, and UpWork, talent has more power than ever.

How can companies adapt? The key is shifting to what the authors call a networked organization, revolving around talent and projects from inside and outside the organization, dispensing with siloes, and viewing talent as a global ecosystem that can be tapped as needed.

With rich stories, keen insights, and lots of practical advice, Winsor and Paik provide a new framework for transforming your organization into a talent-orchestrating, problem-solving machine.

John Winsor is a leading entrepreneur and adviser in the open talent space. He is currently an executive-in-residence at Laboratory for Innovation Science at Harvard and the founder and Chairman of Open Assembly.

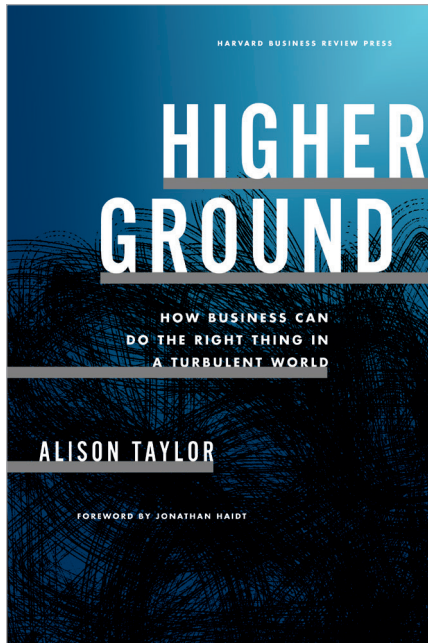
— [VISIT AUTHOR PAGE](#)

Jin H. Paik is a research scientist at Harvard Business School and is a cofounder and Managing Partner of Altruistic, a data science consultancy.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Gives a fresh take on talent in the context of the future of work and digital transformation
- › Authors provide a useful framework based on their research
- › Packed with cool, interesting stories

**FEBRUARY 2024**

9781647823436

LEADERSHIP

256 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES*Intentional Integrity*Robert Chesnut,
St. Martin's Press, 2020*An Everyone Culture*Robert Kegan, Lisa Laskow Lahey,
HBR Press, 2016*Leading Quietly*

Joseph Badaracco, HBR Press, 2002

Higher Ground

How Business Can Do the Right Thing in a Turbulent World

ALISON TAYLOR

A fresh, realistic guide to help companies navigate ethical challenges and risks in a volatile global landscape.

Employee unrest over racial injustice, communities infuriated by corporate environmental impacts, discoveries of child labor in supply chains. We're far from the old world of business ethics, where concerns about bribery and fraud could be addressed with clear rules and processes. But simply maximizing shareholder value while not breaking the law is no longer a workable operating model.

In this indispensable book, New York University ethics professor Alison Taylor argues that amid stakeholder demands and transparency pressures, we need a new, more dynamic approach to doing the right thing. With vivid stories, Taylor illustrates this complex, risky environment and provides a blueprint for how leaders should rethink and reshape their practices. How can CEOs cut through the noise to set robust environmental and social priorities? When should they speak out on contentious social and political issues—and how? What does it really take to build a healthy organizational culture?

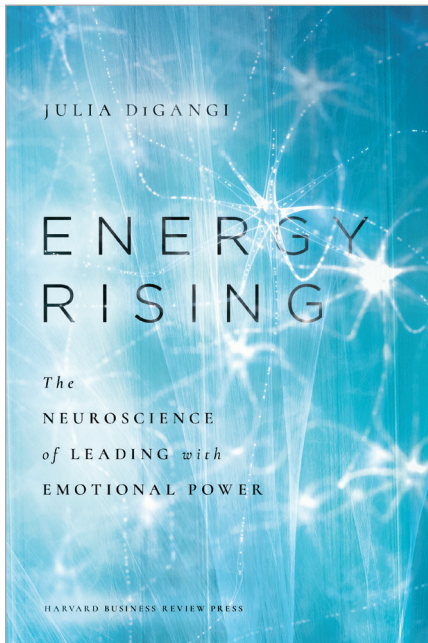
Higher Ground will show leaders how businesses can navigate this messy paradigm shift, build trust, and achieve long-term strategic advantage in a turbulent world.

Alison Taylor is a clinical professor at NYU Stern School of Business and Executive Director at Ethical Systems, a research collaboration of prominent business school professors working on ethical culture founded by prominent social psychologist Jonathan Haidt. She has spent decades advising large multinationals on risk, corruption, sustainability, and organizational culture.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › A crucial rethinking of business ethics for our turbulent, transparent, stakeholder-driven world
- › Reframes the conversation for leaders on issues of ethics, compliance, corporate social responsibility, and green business
- › Shows how leaders can create a “good” company with a do-the-right-thing culture

**SEPTEMBER 2023**

9781647823450

LEADERSHIP & MANAGING PEOPLE

256 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES*Energy Leadership*

Bruce D. Schneider, Wiley, 2022

Inner Mastery, Outer Impact

Hitendra Wadhwa, Hachette, 2022

The Energy Bus Field Guide

Jon Gordon, Wiley, 2017

Energy Rising

The Neuroscience of Leading with Emotional Power

JULIA DiGANGI

Leadership is not an activity you do; it's an energy you possess.

Your drive to create change, have impact, and solve problems all comes from energy—the real electrical impulses firing in your brain. You may feel you don't control this energy, that it's just a product of the world around you and the forces bearing down on you. But it's not. You can learn to harness this energy and transform it from painful to powerful in yourself and in others. In *Energy Rising*, Julia DiGangi will teach you how through eight "codes" or principles. Some of these codes may surprise you, suggesting you do the opposite of what you want to do. You will learn why they work and how to apply the codes through exercises and reflections.

A deeply experienced neuropsychologist, DiGangi has conducted research with colleagues at Harvard, Columbia, and elsewhere. For many years, she's worked with those who've endured the worst traumas and helped them transform their energy and rise to powerful new heights. Their stories and those of business leaders enduring their own struggles bring to life the eight codes.

Make the mindset shift to see your life and work less as activities you do and more as energy within and around you, and your power to lead—both yourself and others—will grow exponentially.

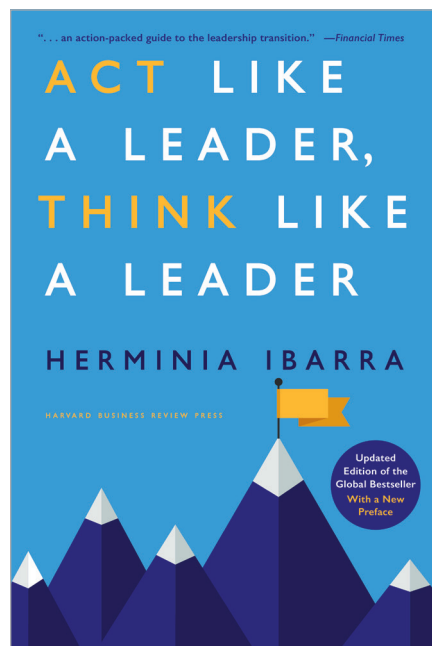
Dr. Julia DiGangi is founder of NeuroHealth Partners and is an expert on the effects of chronic stress on our brain and our behavior. She has treated stress and trauma in civilian, community, business, and military contexts.

She also designs and develops curricula for leaders to transform their energy and the energy of their teams based on practical, evidence-based strategies.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Provides a clear, actionable framework based on neuroscience
- › Includes exercises to help readers apply the lessons to their own contexts
- › Translates complex science into easy-to-understand and easy-to-use concepts

**OCTOBER 2023**

9781647825546

LEADERSHIP

256 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES*CEO Excellence*

Carolyn Dewar, Scott Keller, Vikram Malhotra, Scribner, 2022

Think Again

Adam Grant, Viking, 2021

Atomic Habits

James Clear, Avery, 2018

Act Like a Leader, Think Like a Leader

Updated Edition of the Global Bestseller, with a New Preface

HERMINIA IBARRA

A new edition of the bestseller that has helped aspiring leaders worldwide.

You aspire to lead with greater impact. You know you have to carve out time to build your leadership skills, but it's easy to let immediate problems and old mindsets get in the way.

Herminia Ibarra—renowned leadership expert at London Business School—shows how, no matter what level you're at, you can step up to leadership by making small but crucial changes to:

- Redefine your job to make more strategic contributions
- Diversify your network so that you connect to, and learn from, a wider range of people
- Allow your familiar—and possibly outdated—leadership style to evolve

Ibarra turns the usual leadership advice on its head by arguing that you must first act and experiment your way into trying new things. The external perspective you gain—which Ibarra calls *outsight*—provides critical information on what kind of work is important, how you should invest your time, which relationships matter, and who you want to become.

"An action-packed guide to the leadership transition." —Andrew Hill,
Financial Times

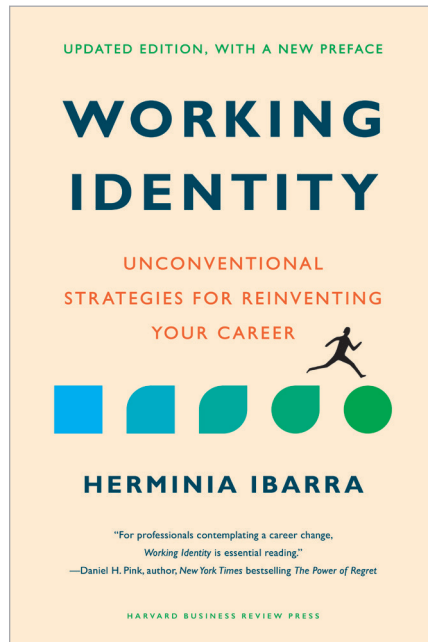
Herminia Ibarra is the Charles Handy Professor of Organizational Behaviour at London Business School and is ranked among the top management thinkers in the world by Thinkers50. She is a judge for the *Financial Times* Business Book of the Year Award, a fellow of the British Academy, and a bestselling author, and she writes regularly for leading publications.

→ **VISIT AUTHOR PAGE**

RIGHTS SOLD (Original Edition) Complex Chinese: Business Today • Croatian: MATE • Hungarian: Labnyom Konyvkiado • Italian: Hoepli • Japanese: Shoeisha • Korean: Sigma • Romanian: Niculescu • Russian: Eksmo • Serbian: MATE • Simplified Chinese: Beijing Mediatime • Spanish: Lettera • Thai: SE Education • Vietnamese: First News

POINTS OF INTEREST

- › Based on the author's flagship executive education program at London Business School
- › Argues that you have to change from the "outside in, not the inside out"
- › Shows how to practice and strengthen a new leadership mindset

**SEPTEMBER 2023**

9781647825560

MANAGING YOURSELF

224 pages • 6 1/8" x 9 1/4"

US\$ 32.00 • Hardcover

COMPARATIVE TITLES*Love+Work*

Marcus Buckingham, HBR Press, 2022

How to Change

Katy Milkman, Portfolio, 2021

Disrupt Yourself

Whitney Johnson, HBR Press, 2019

Working Identity, Updated Edition, with a New Preface Unconventional Strategies for Reinventing Your Career

HERMINIA IBARRA

The three approaches that successful career changers use—and how to make them work for you.

Whether in a daydream or as a spoken desire, nearly all of us have entertained the notion of reinventing ourselves. Feeling burned out, unfulfilled, or just plain unhappy, we long to make the leap to a new and different career path. But how do we do this successfully?

In this update of the much-loved classic, bestselling author Herminia Ibarra presents a model for career reinvention that runs counter to conventional advice. Career transition is not a linear path toward some predetermined identity, according to Ibarra, but a crooked journey along which we try on a host of “possible selves” we might become.

With new examples of people in different stages of a career transition, Ibarra identifies the strategies that successful career changers use to:

- Explore possible “selves”
- Craft and execute “identity experiments”
- Create small wins that keep the momentum going
- Connect with role models and mentors who can ease the transition
- Arrange new learnings into a coherent story of who they are becoming

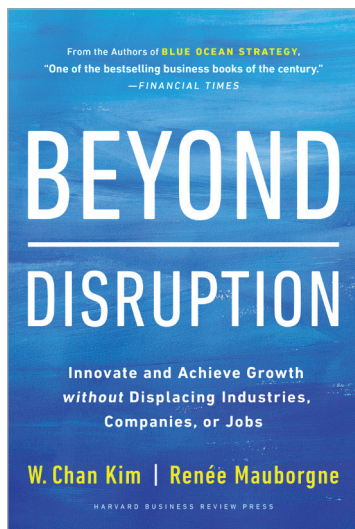
A call to the dreamer in each of us, *Working Identity* redefines how to craft a more fulfilling future.

Herminia Ibarra is the Charles Handy Professor of Organizational Behaviour at London Business School and is ranked among the top management thinkers in the world by Thinkers50. She is a judge for the *Financial Times* Business Book of the Year Award, a fellow of the British Academy, and the author of *Act Like a Leader, Think Like a Leader*, and she writes regularly for leading publications.

— [VISIT AUTHOR PAGE](#)

POINTS OF INTEREST

- › Gives readers the tools for successfully making a change in their careers
- › Shows that learning from direct experience is a powerful source of new and critical information
- › Contains updated examples of people in different stages of a career transition



Beyond Disruption

Innovate and Achieve Growth without Displacing Industries, Companies, or Jobs

W. CHAN KIM, RENÉE MAUBORGNE

Blue Ocean Strategy, the number one global bestseller, reinvented how the world thinks about strategy. Now W. Chan Kim and Renée Mauborgne present a bold new idea that will transform how we think about innovation.

Disruption dominates innovation theory and practice. But disruption is destructive—displacing jobs, companies, and even entire industries. *Beyond Disruption* introduces a new approach—nondisruptive creation—and shows why it matters, how to identify and execute nondisruptive opportunities, and how companies can more thoughtfully pursue growth and innovation strategies that better balance business and society.

With examples from all sectors of the economy and a practical framework for guiding innovation, this is the must-read for the next generation of innovators who want to do well and do good.

MAY 2023

9781647821326 • 240 pages • 6 1/8" x 9 1/4" • US\$ 30.00 • Hardcover

RIGHTS SOLD Portuguese (Portugal): Actual • Romanian: Publica



Good Power

Leading Positive Change in Our Lives, Work, and World

GINNI ROMETTY

Former IBM CEO Ginni Rometty delivers a powerful combination of memoir, leadership lessons, and big ideas on how to drive meaningful change in positive ways—a concept she calls “good power.”

She shares memories of her youth and how she strived to use good power during her career from an entry-level engineer to CEO, and outlines five principles that show how to build trust on the path to real change. She also recounts her own journey leading the skills-first movement, widening the talent pool and sponsorship of apprenticeships.

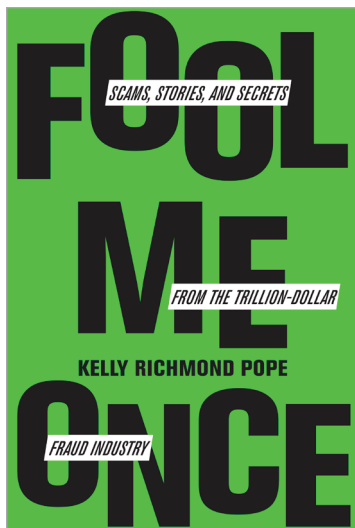
Inspiring and edifying, *Good Power* offers a new approach to change that our world needs now.

A *Wall Street Journal* Bestseller

MARCH 2023

9781647823221 • 272 pages • 6 1/8" x 9 1/4" • US\$ 30.00 • Hardcover

RIGHTS SOLD Simplified Chinese: CTPH • Vietnamese: Tre



Fool Me Once

Scams, Stories, and Secrets from the Trillion-Dollar Fraud Industry

KELLY RICHMOND POPE

A riveting look at the perpetrators, victims, and whistleblowers behind financial crimes from acclaimed professor and documentary maker Kelly Richmond Pope.

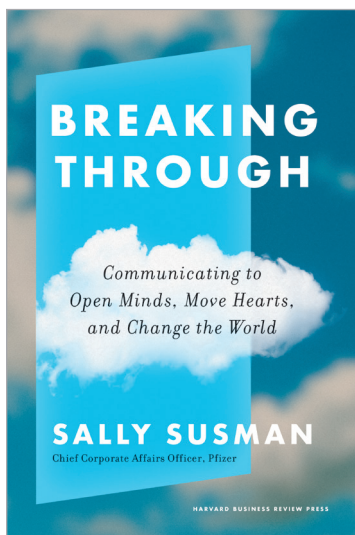
Fool Me Once shows fraud in action, uncovering what makes tricksters tick, victims so gullible, and whistleblowers so morally righteous, while also encouraging us to look at our own behaviors and motivations.

Filled with fascinating stories and insightful analyses, *Fool Me Once* will open your eyes and challenge your thinking. It will inspire you to question your own preconceived notions about people, while providing an insider's view of a phenomenon that most of us fail to understand until it's too late.

MARCH 2023

9781647823917 • 288 pages • 6 1/8" x 9 1/4" • US\$ 30.00 • Hardcover

RIGHTS SOLD Vietnamese: 1980 Books



Breaking Through

Communicating to Open Minds, Move Hearts, and Change the World

SALLY SUSMAN

Pfizer's celebrated communications leader, Sally Susman, argues that communication is not a soft skill but a rock-hard competency, and she reveals how we can break through all the noise to get our message across.

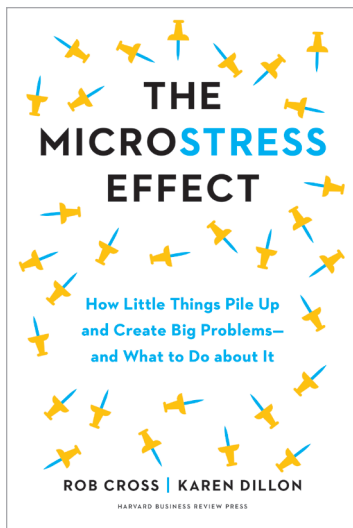
In this wise and inspiring book, Susman tells fascinating stories from her stellar career to highlight the principles that enabled her to break through, connect, and help move people forward—particularly during the pandemic and the race to vaccinate the world. She shows how clarifying and channeling your intention is an essential first step; how, in order to be effective, leaders need to muster the courage for candor; and how, in order to connect, they must both disarm with humility and delight with humor.

Breaking Through is essential reading for any leader facing the daunting challenge of communicating in our noisy, turbulent world.

MARCH 2023

9781647823955 • 240 pages • 6 1/8" x 9 1/4" • US\$ 30.00 • Hardcover

RIGHTS SOLD Vietnamese: 1980 Books



The Microstress Effect

How Little Things Pile Up and Create Big Problems—and What to Do about It

ROB CROSS, KAREN DILLON

How a million little things are dragging you down, and how to overcome them.

There is a force in our everyday lives—microstress—that we aren't even aware of, and it's so powerful it threatens to derail otherwise promising careers and lives. Because each individual microstress is so small, it doesn't trigger the normal stress responses in our brains to help us deal with it.

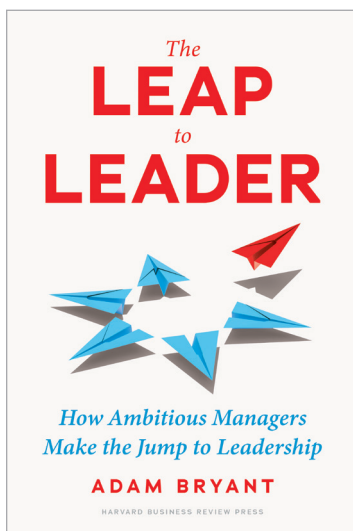
The good news is that you can fight back. Drawing on fresh research, Rob Cross and Karen Dillon will teach you how to recognize and manage the most common forms of microstress. Compelling interviews with high achievers bring to life best practices that show you how to build up resilience and ultimately how to find purpose in your everyday life and use it as an antidote to your own microstress.

It's time to break free from the microstress that's stealing your life. Start here.

APRIL 2023

9781647823979 • 240 pages • 6 1/8" x 9 1/4" • US\$ 30.00 • Hardcover

RIGHTS SOLD Complex Chinese: Ping's Publications • Korean: Book 21 • Simplified Chinese: Cheers • Spanish: Profit • Vietnamese: 1980 Books



The Leap to Leader

How Ambitious Managers Make the Jump to Leadership

ADAM BRYANT

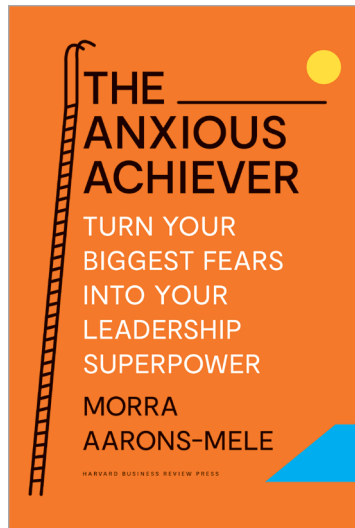
The chasm separating managers from leaders is widening as the required responsibilities and skills of leaders grow in number and complexity. But you are ambitious. You want to cross that chasm.

The Leap to Leader is your trusted playbook for making the biggest jump of your career. Having worked directly with hundreds of fast-rising executives, Adam Bryant tells compelling stories of those who've made the leap and shares successful leaders' strategies and tactics for building a loyal following, winning promotions without asking for them, developing a legacy, and much more.

The leap to leader doesn't have to be a leap of faith. If you're ready to make the jump, this is where you begin.

JULY 2023

9781647824891 • 240 pages • 6 1/8" x 9 1/4" • US\$ 32.00 • Hardcover



The Anxious Achiever

Turn Your Biggest Fears into Your Leadership Superpower

MORRA AARONS-MELE

Transform your anxiety into your biggest strength.

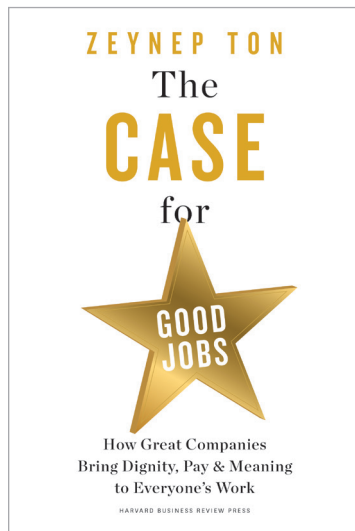
The Anxious Achiever is a book with a mission: to normalize anxiety in the workplace and help readers transform anxiety from an apparent weakness into a strength. Drawing from the successful podcast of the same name, *The Anxious Achiever* is packed with practical advice from psychologists and experts in the field to help readers figure out their own anxiety profile, confront bad habits, manage social anxiety, deal with criticism, and model healthy behavior as leaders of anxious organizations.

The Anxious Achiever is the only book you need to turn your stress and worries into a source of strength for you, your career, and your organization.

APRIL 2023

9781647822538 • 272 pages • 6 1/8" x 9 1/4" • US\$ 30.00 • Hardcover

RIGHTS SOLD Complex Chinese: Ping's Publications • German: Vahlen



The Case for Good Jobs

How Great Companies Bring Dignity, Pay, and Meaning to Everyone's Work

ZEYNEP TON

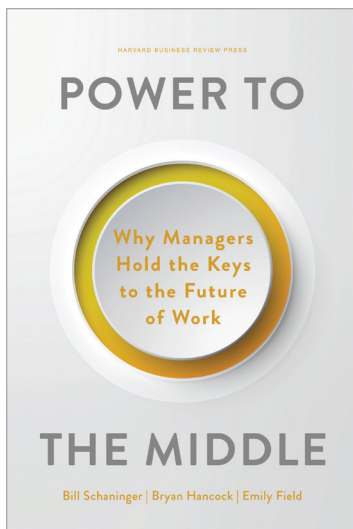
From Zeynep Ton, MIT professor and preeminent voice on "Good Jobs," comes a leadership guide for providing work that offers a living wage, dignity, and opportunities for growth.

Most leaders want to provide good jobs. They want to pay more and provide dignity and meaning to people's work. But they don't know how to start, or they think it will hurt the bottom line. Zeynep Ton is here to show how to get it done and why good jobs always lead to good outcomes for the business.

Practical, prescriptive, and provocative, *The Case for Good Jobs* is essential reading for leaders of any company that wants to—or needs to—choose excellence.

JUNE 2023

9781647824174 • 272 pages • 6 1/8" x 9 1/4" • US\$ 32.00 • Hardcover



Power to the Middle

Why Managers Hold the Keys to the Future of Work

BILL SCHANINGER, BRYAN HANCOCK, EMILY FIELD

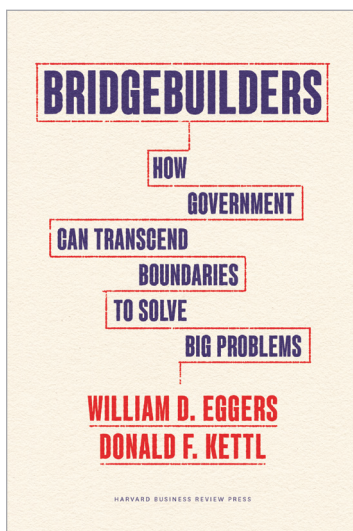
Why managers should be reinvented as superconnectors, navigators, and rule challengers.

“Middle manager.” The term evokes an image of a bureaucratic cog in a vast industrial machine, someone who is more concerned with justifying their job than supporting their teams. McKinsey thought leaders Bill Schaninger, Bryan Hancock, and Emily Field say this outdated perspective needs to change. They explain that middle managers are uniquely positioned close to the ground but with a crucial connection to company strategy—enabling them to guide organizations through the current period of rapid and complex change as well as help shape the new world of work.

With rich stories and cutting-edge research, *Power to the Middle* offers a new model for companies to change the way they hire, train, and reward their most valuable asset—managers, the true center of the organization.

JULY 2023

9781647824853 • 256 pages • 6 1/8" x 9 1/4" • US\$ 32.00 • Hardcover



Bridgebuilders

How Government Can Transcend Boundaries to Solve Big Problems

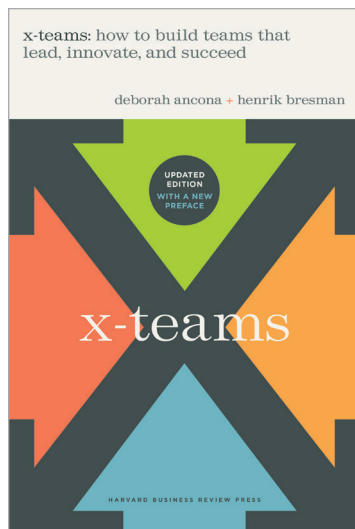
WILLIAM D. EGGERS, DONALD F. KETTL

Pandemics. Climate change. Refugee resettlement. Global supply chains. We are facing a new generation of complex problems stretching across the public and private sectors. Historically, we have looked to the government for big solutions, but government is often a poor match for the problems we face. As William D. Eggers and Donald F. Kettl show, we need a new approach. We need a government of bridgebuilders, public managers, and leaders who collaborate with partners inside and outside the government to get the job done. They manage horizontally instead of vertically; they see their role as connectors; they identify which players have the assets needed to solve the problems at hand.

The book explains the ten core principles of bridgebuilding and features practical tips and dynamic cases in each chapter. *Bridgebuilders* provides a new model that any public servant can learn and apply right now to transform government performance and restore public trust.

MAY 2023

9781647825119 • 304 pages • 6 1/8" x 9 1/4" • US\$ 35.00 • Hardcover



X-Teams: How to Build Teams That Lead, Innovate, and Succeed, Updated Edition, with a New Preface

DEBORAH ANCONA, HENRIK BRESMAN

A classic work on teams and collaboration—now updated with a new preface—shows how an externally focused team model is the key to fueling innovation and your organization’s success.

“Good” teams build camaraderie, confidence in their abilities, and a solid process for working together. But these internal dynamics—while positive in themselves—can create a wall between the team and the outside world. And that wall can prevent the team from adapting to change and delivering value to the organization.

Deborah Ancona and Henrik Bresman describe an externally focused team model—the X-team—that is even more relevant today than when it was first introduced. With their distinctively flexible membership and leadership structure, X-teams continuously reach outward to fuel the innovation process.

AUGUST 2023

9781647824761 • 288 pages • 6 1/8" x 9 1/4" • US\$ 32.00 • Hardcover

RIGHTS SOLD (New Edition) Simplified Chinese: China Machine Press • Vietnamese: 1980 Books



Good Charts, Updated and Expanded The HBR Guide to Making Smarter, More Persuasive Data Visualizations

SCOTT BERINATO

Your ultimate guide to data visualization and information design—the new language of business.

In this updated and expanded edition, Scott Berinato lays out a system for thinking visually and building better charts through a process of talking, sketching, and prototyping, covering all the core skills you need and can develop.

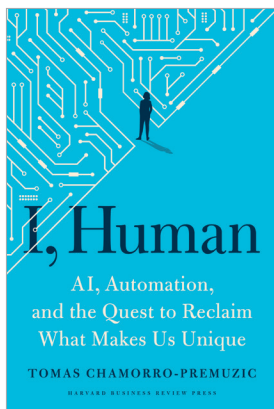
This new edition includes added visuals and updates the landscape of visualization tools. It also includes new chapters on building dataviz teams and creating workflows to integrate visualization into everything you do.

“An elegant volume . . . an antidote for ‘death by PowerPoint.’” —*Choice*

AUGUST 2023

9781647825133 • 272 pages • 9 1/2" x 7 1/2" • US\$ 35.00 • Paperback

RIGHTS SOLD (Original Edition) Complex Chinese: Sun Color • Japanese: Diamond • Korean: Hans Media • Russian: Eksmo • Simplified Chinese: Huazhang • Thai: WeLearn • Vietnamese: Alpha



Will artificial intelligence improve the way we work and live, or will it alienate us? The choice is ours. Tomas Chamorro-Premuzic offers a guide for reclaiming ourselves in a world in which most of our decisions will be made for us. To do so, we'll need to double down on what makes us so special—our curiosity, adaptability, and emotional intelligence—while relying on the lost virtues of empathy, humility, and self-control.

“This is not an AI book like others.” —*Financial Times*

“A shrewd, insightful take on the dangers of AI.”
—*Publishers Weekly*

FEBRUARY 2023

I, Human

AI, Automation, and the Quest to Reclaim What Makes Us Unique

TOMAS CHAMORRO-PREMUZIC

9781647820558 • Hardcover
208 pages • 6 1/8" x 9 1/4" • US\$ 28.00

RIGHTS SOLD Italian: Apogeo



Workplace expert and HBR podcast host Amy Gallo provides wise and friendly counsel to overcome workplace friction. She provides strategies to help you deal constructively with eight familiar types of difficult coworkers. Full of the latest behavioral science research and practical advice, *Getting Along* is an indispensable guide to navigating your toughest relationships at work.

“Dealing with tricky colleagues is hard ... Gallo sets out step-by-step tactics.” —*Financial Times*

16,000 copies sold

SEPTEMBER 2022

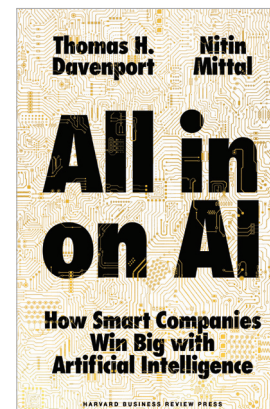
Getting Along

How to Work with Anyone (Even Difficult People)

AMY GALLO

9781647821067 • Hardcover
304 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Complex Chinese: CommonWealth Magazine • Japanese: Futami Shobo • Korean: SangSangSquare • Polish: MT Biznes • Simplified Chinese: Beijing Jie Teng • Spanish: Profit • Turkish: Serenad



Written by bestselling author Thomas H. Davenport and Deloitte's Nitin Mittal, *All-in on AI* looks at the trailblazing companies using artificial intelligence to create new competitive advantages—from legacy companies like Anthem, Big River Steel, and Ping An to digital-first companies such as Amazon and Nvidia. *All-in on AI* offers a rare inside look at what the leading adopters are doing and provides the tools to put AI at the core of everything you do.

A *Wall Street Journal* Bestseller

12,000 copies sold

JANUARY 2023

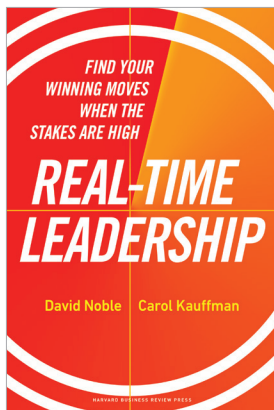
All-in on AI

How Smart Companies Win Big with Artificial Intelligence

THOMAS H. DAVENPORT, NITIN MITTAL

9781647824693 • Hardcover
224 pages • 6 1/8" x 9 1/4" • US\$ 35.00

RIGHTS SOLD Complex Chinese: On Books • Italian: Egea • Polish: MT Biznes • Simplified Chinese: CITIC



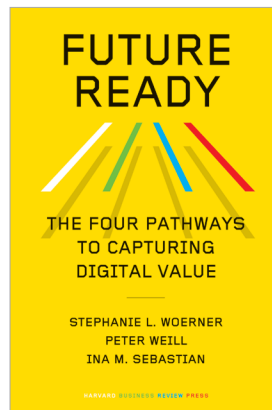
When the stakes are highest, how can you be at your best? Leadership coaching legends David Noble and Carol Kauffman show you how with their innovative new framework—MOVE. You'll learn to master the moment, generate options, and quickly evaluate them before acting. Start by learning about this powerful framework so you can read and respond—and keep moving forward.

FEBRUARY 2023
Real-Time Leadership

Find Your Winning Moves When the Stakes Are High

DAVID NOBLE, CAROL KAUFFMAN

9781647823931 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 30.00



In this compact, no-nonsense book, MIT scientists Stephanie Woerner, Peter Weill, and Ina Sebastian give readers a playbook for their digital transformation journey. Based on years of rigorous research, the book includes instructive examples, sharp analyses, assessments, and illuminating visuals to help crystallize the data and ideas. The authors show that the goal isn't digital transformation but rather a profound business transformation.

5,000 copies sold

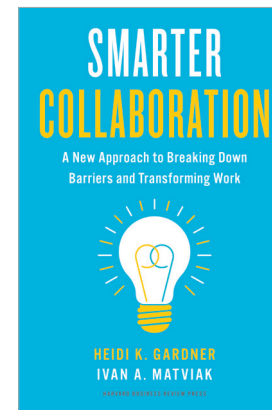
OCTOBER 2022
Future Ready

The Four Pathways to Capturing Digital Value

**STEPHANIE L. WOERNER, PETER WEILL,
INA M. SEBASTIAN**

9781647823498 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Japanese: Nikkei BP • Portuguese (Brazil):
M Books • Vietnamese: Tre



In *Smarter Collaboration*, Harvard collaboration expert Heidi Gardner teams up with senior executive Ivan Matviak to help any organization collaborate effectively across silos, generate higher revenue and profits, innovate faster, and attract and retain better talent. Filled with rich stories, new research, and practical tips, *Smarter Collaboration* is essential reading for leaders and managers in today's complex, data-rich, war-for-talent environment.

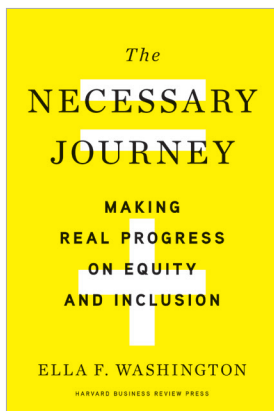
12,000 copies sold

NOVEMBER 2022
Smarter Collaboration

A New Approach to Breaking Down Barriers and Transforming Work

HEIDI K. GARDNER, IVAN A. MATVIAK

9781647822743 • Hardcover
320 pages • 6 1/8" x 9 1/4" • US\$ 30.00



In *The Necessary Journey*, we hear from leaders in companies including Slack, Infosys, and PwC about their successes and failures on the road to an inclusive workplace.

The book provides a framework for thinking about where these companies are on their journeys and where you and your company may be too.

“One of the best books on diversity, equity and inclusion you can read.” —*Impact Investor*

8,000 copies sold

NOVEMBER 2022

The Necessary Journey

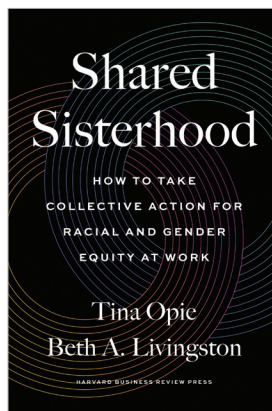
Making Real Progress on Equity and Inclusion

ELLA F. WASHINGTON

9781647821289 • Hardcover

320 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Korean: Galmaenam



Gender equity can't happen without racial equity. We need shared sisterhood. Professors Tina Opie and Beth A. Livingston explain how to use vulnerability, trust, empathy, and risk-taking to bridge the divide among women of all backgrounds. Balancing a mix of history, research, and real-life examples—including the authors' own experiences—this book encourages everyone to join Shared Sisterhood and advance equity for all.

“An agenda setting, yet practical book.” —*Forbes*

6,000 copies sold

OCTOBER 2022

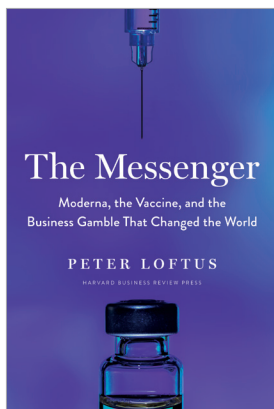
Shared Sisterhood

How to Take Collective Action for Racial and Gender Equity at Work

TINA OPIE, BETH A. LIVINGSTON

9781647822835 • Hardcover

240 pages • 6 1/8" x 9 1/4" US\$ 30.00



At the start of 2020, Moderna was still years away from delivering its first product, but when the coronavirus pandemic hit, Moderna became a central player by delivering one of the world's first COVID-19 vaccines. *The Wall Street Journal's* Peter Loftus brings the inside story of the biotech unicorn in the right place at the right time with the right technology.

"An engagingly pacy yet detailed narrative."
—*Irish Times*

7,000 copies sold

JULY 2022

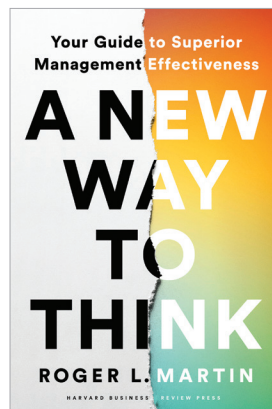
The Messenger

Moderna, the Vaccine, and the Business Gamble That Changed the World

PETER LOFTUS

9781647823191 • Hardcover
320 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Japanese: Soshisha



As an author, business school dean, and Thinkers50's number one management thinker, Roger Martin has made it his life's work to find new ways to address business problems.

From competition to strategy, data, M&A, and more, each chapter compares a dominant but flawed model to a new, better way of doing business.

"Spot on and, if applied assiduously, I guarantee it will change your life." —Tom Peters

18,000 copies sold

MAY 2022

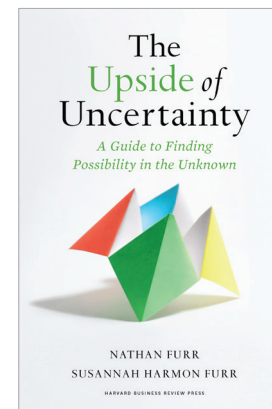
A New Way to Think

Your Guide to Superior Management Effectiveness

ROGER L. MARTIN

9781647823511 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Complex Chinese: Good Morning Press • French: Pearson • Korean: PlanB Design • Portuguese (Brazil): Alta • Portuguese (Portugal): Clube do Autor • Simplified Chinese: Cheers • Vietnamese: PACE



INSEAD professor Nathan Furr and entrepreneur Susannah Harmon Furr provide a panoramic guide to transforming uncertainty into a force for good. Drawing on hundreds of interviews and pioneering research, Nathan and Susannah provide tools for adopting a more positive view, developing a vision for what to do next, and opening ourselves up to a future of possibility.

"A sophisticated yet accessible guide to turning uncertainty into a force for creativity, positive action and good." —*Developing Leaders*

10,000 copies sold

JULY 2022

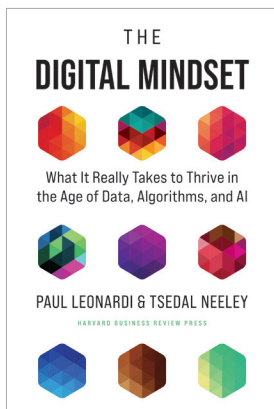
The Upside of Uncertainty

A Guide to Finding Possibility in the Unknown

NATHAN FURR, SUSANNAH HARMON FURR

9781647823016 • Hardcover
320 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Romanian: Pilot • Simplified Chinese: Xiron • Vietnamese: BizBooks



Here to help us understand what “being digital” really means, the central idea of the book is the “30 percent rule,” which says that to have digital intelligence, you need to have at least 30 percent literacy in technical skills, like knowing how to code or how to train an algorithm.

Primarily a book written for individuals, it’s also for senior leaders who want to upskill and build a digital workforce. The good news is that developing a digital mindset isn’t as hard as we might think.

11,000 copies sold

MAY 2022

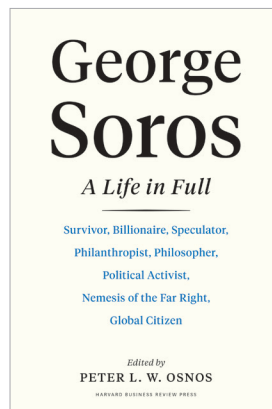
The Digital Mindset

What It Really Takes to Thrive in the Age of Data, Algorithms, and AI

PAUL LEONARDI, TSEDAL NEELEY

9781647820107 • Hardcover
272 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Italian: Franco Angeli • Korean: Will Books • Polish: MT Biznes • Ukrainian: Ranok • Vietnamese: PACE



George Soros’s longtime publisher, Peter Osnos, has assembled an intriguing set of contributors—public intellectuals (Eva Hoffman, Michael Ignatieff), journalists (Sebastian Mallaby, Orville Schell), scholars (Leon Botstein, Ivan Krastev), and nonprofit leaders (Gara LaMarche, Darren Walker)—to shine a new light on Soros’s activities, motivations, and impact.

“Exceptional writers provide a many-sided view of a multifaceted person. Better and more intriguing than a conventional biography.” —Anne Applebaum

9,000 copies sold

MARCH 2022

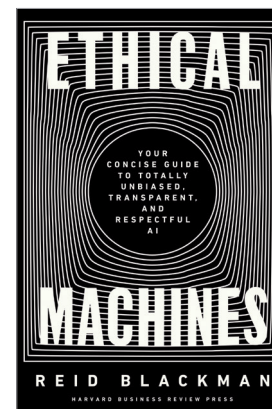
George Soros: A Life in Full

Survivor, Billionaire, Speculator, Philanthropist, Philosopher, Political Activist, Nemesis of the Far Right, Global Citizen

EDITED BY PETER L. W. OSNOS

9781647822798 • Hardcover
320 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Hungarian: HVG • Korean: FN Media



All you need to ensure your artificial intelligence advances your company’s objectives instead of undermining them. Blackman’s clear and accessible writing helps make a complex and often misunderstood concept easy to grasp, and it will help you build, procure, and deploy AI in a way that’s not only ethical but also safe and scalable.

5,000 copies sold

JULY 2022

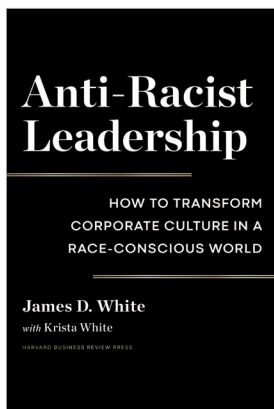
Ethical Machines

Your Concise Guide to Totally Unbiased, Transparent, and Respectful AI

REID BLACKMAN

9781647822811 • Hardcover
224 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Japanese: Hakuyo-Sha • Portuguese: Alta



James D. White, former CEO and Chairman of the global smoothie chain Jamba Juice, outlines the comprehensive plan to enable leaders to get serious about diversity, equity, and inclusion and create an anti-racist company culture. As he says, “Business leaders, you hold an important position in the power structure. It’s time for you to build a truly diverse, equitable, and inclusive work environment.”

8,000 copies sold

MARCH 2022

Anti-Racist Leadership

How to Transform Corporate Culture in a Race-Conscious World

JAMES D. WHITE WITH KRISTA WHITE

9781647821975 • Hardcover
240 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Portuguese (Brazil): Novo Seculo



Linda Yates, who worked with Gary Hamel at Strategos and is now CEO of Mach49, a world-leading growth incubator, shows how established companies can build and scale new ventures the way startups do. In this full-color book, she lays out a comprehensive program for building a team; creating new products or services; developing a rigorous business and execution plan; and launching, accelerating, and scaling each venture. And then doing it again and again.

“An actionable playbook for big corporations.” —*Forbes*

20,000 copies sold

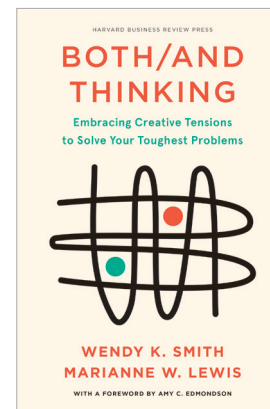
OCTOBER 2022

The Unicorn Within

How Companies Can Create Game-Changing Ventures at Startup Speed

LINDA K. YATES

9781633698680 • Paperback
336 pages • 9 1/2" x 7 1/2" • US\$ 35.00



Wendy Smith and Marianne Lewis help readers cope with a life full of paradoxes. Filled with practical advice and fascinating stories and drawing from more than twenty years of pioneering research, this book provides an actionable framework for achieving innovation and personal growth by changing our core mindset, finding comfort in discomfort, and learning to experiment and constantly adapt to new opportunities.

“Two top scholars of paradox examine how to embrace tensions and overcome tradeoffs.” —Adam Grant

11,000 copies sold

AUGUST 2022

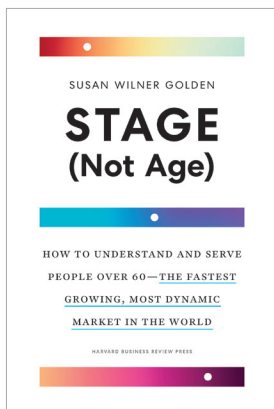
Both/And Thinking

Embracing Creative Tensions to Solve Your Toughest Problems

WENDY K. SMITH, MARIANNE W. LEWIS

9781647821043 • Hardcover
336 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Japanese: JMA Management Center • Korean: SangSangSquare • Simplified Chinese: CTPH



The concise guide to helping companies understand and serve the burgeoning over-sixties market by focusing on life stage, not age, and identifying the deep diversity of needs. It resets our understanding of what an “old person” is, helps identify barriers to entering the market, and outlines ways to overcome them.

“Highlights 18 different stages of life that allow us to have a much more granular understanding of age and aging.” —*Forbes*

4,000 copies sold

JUNE 2022

Stage (Not Age)

How to Understand and Serve People Over 60—the Fastest Growing, Most Dynamic Market in the World

SUSAN WILNER GOLDEN

9781633699472 • Hardcover
240 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Complex Chinese: China Productivity Center • Korean: Wisdom House • Thai: What Is It? Press



As Boston Consulting Group thought leaders explain, procurement is often seen as an unglamorous part of the business, but, in fact, it has the potential to be a secret weapon in these disruptive times. With vivid stories and in-depth case studies, they illustrate that no other business function offers the same holistic view of a company, and they show that procurement can help businesses generate phenomenal value in innovation, quality, sustainability, speed, and risk reduction.

13,000 copies sold

JUNE 2022

Profit from the Source

Transforming Your Business by Putting Suppliers at the Core

CHRISTIAN SCHUH, WOLFGANG SCHNELLBÄCHER, ALENKA TRIPLAT, DANIEL WEISE

9781647821395 • Hardcover
272 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD German: Vahlen • Italian: Egea



Former Massachusetts Governor Charlie Baker and his first Chief of Staff, Steve Kadish, present their four-step framework for delivering results in the public sector. It bridges rather than exacerbates divides. And it shows that government can be an engine of positive change, an example of effective operation, and not just a hopeless bureaucracy.

“A step-by-step manual examining how to move from identifying problems to actually achieving things.” —*Financial Times*

10,000 copies sold

MAY 2022

Results

Getting Beyond Politics to Get Important Work Done

CHARLIE BAKER, STEVE KADISH

9781647821807 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 30.00



In this candid and straight-talking book, Paul Polman, the ex-Unilever CEO who increased shareholder returns and ensured the company ranked number one for sustainability, and Andrew Winston, one of the world's most authoritative voices on corporate sustainability, reveal how businesses can thrive by being “net positive”—giving more back to the world than they take.

“An advocate of sustainable capitalism explains how it’s done.” —*The Economist*

81,000 copies sold

OCTOBER 2021

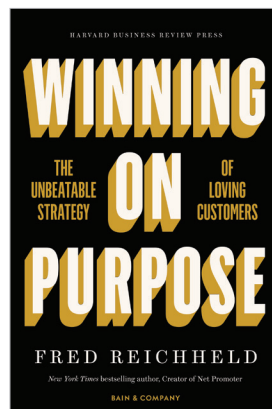
Net Positive

How Courageous Companies Thrive by Giving More Than They Take

PAUL POLMAN, ANDREW WINSTON

9781647821302 • Hardcover
352 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • Complex Chinese: CommonWealth Magazine • Dutch: Prometheus • French: Pearson • Hungarian: Pallas Athene • Italian: Hoepli • Japanese: Nikkei BP • Korean: Hyundai-Jisung • Portuguese (Brazil): Sextante • Portuguese (Portugal): Actual • Russian: Eksmo • Spanish: Profit • Turkish: Scala



Fred Reichheld’s Net Promoter System (NPS) has spread far and wide and has been adopted by a range of companies, from industrial giants to digital innovators. Now Reichheld raises the bar and argues that the primary purpose of a business should be to enrich the lives of its customers. But winning on purpose isn’t easy. Reichheld unveils the earned growth rate, the first reliable measure of what he calls “good profits.” *Winning on Purpose* is your indispensable guide to making NPS the key to your own company’s success.

44,000 copies sold

DECEMBER 2021

Winning on Purpose

The Unbeatable Strategy of Loving Customers

FRED REICHHELD

9781647821784 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • French: Pearson • Japanese: President • Korean: Contents Lab • Portuguese (Brazil): Saraiva • Russian: Mann



Number one *New York Times* bestselling author Keith Ferrazzi and his coauthors offer a vision of the organization of the future—digital, distributed, inclusive, resilient, empathetic. Based on global research involving thousands of executives, innovators, and changemakers, *Competing in the New World of Work* is your inspiration and your road map to embracing new realities, motivating talent, and winning bold frontiers.

A *Wall Street Journal* Bestseller

27,000 copies sold

FEBRUARY 2022

Competing in the New World of Work

How Radical Adaptability Separates the Best from the Rest

KEITH FERRAZZI, KIAN GOHAR, NOEL WEYRICH

9781647821951 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD French: Pearson • Portuguese (World): Actual • Russian: Mann • Turkish: Kapital Meyda • Ukrainian: Laboratory • Vietnamese: Tre



Top business thinker Dorie Clark shares unique principles, frameworks, and her own experiences to show how to break out of day-to-day routines and achieve lasting success. She explains how, by doing small things over time, readers can achieve their goals and transform their lives and careers.

“An expert at self-reinvention and helping others make changes in their lives.” —*New York Times*

A *Wall Street Journal* Bestseller

32,000 copies sold

SEPTEMBER 2021

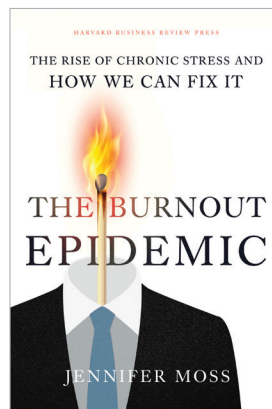
The Long Game

How to Be a Long-Term Thinker in a Short-Term World

DORIE CLARK

9781647820572 • Hardcover
256 pages • 5 1/2" x 8 1/4" • US\$ 28.00

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This eye-opening and practical guide lays bare the real causes of burnout and shows—with the help of fascinating research, interviews, and insightful and actionable advice—how leaders can be empowered to help themselves and their employees feel healthier and happier.

“The book, which is clear that burnout is an organizational issue, not an individual one, is designed for leaders who want to get to grips with the problem and do something about it.” —*Financial Times*

16,000 copies sold

SEPTEMBER 2021

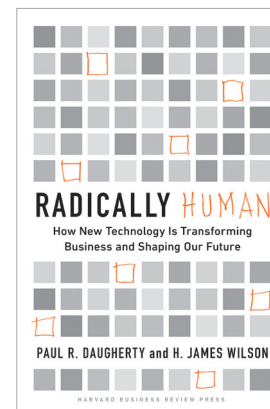
The Burnout Epidemic

The Rise of Chronic Stress and How We Can Fix It

JENNIFER MOSS

9781647820367 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 30.00

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Building on their groundbreaking book *Human + Machine*, the authors show how artificial intelligence is becoming less artificial and more intelligent and how innovators are using human expertise to create and build human-centered, cloud-first information technology able to continuously adapt to a world of billions of connected devices. With compelling insights and fresh examples from a variety of industries, *Radically Human* will forever change everything you thought you knew about innovation and strategy.

12,000 copies sold

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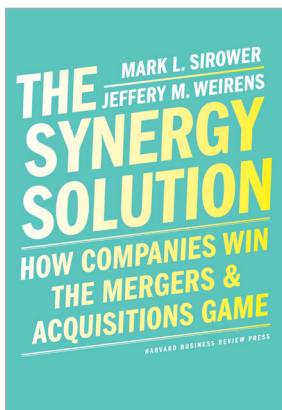
Radically Human

How New Technology Is Transforming Business and Shaping Our Future

PAUL R. DAUGHERTY, H. JAMES WILSON

9781647821081 • Hardcover
304 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Italian: Franco Angeli • Japanese: Toyo Keizai • Portuguese (Brazil): Alta • Russian: Mann • Simplified Chinese: Beijing Jie Teng



In this essential guide, Deloitte's Mark Sirower and Jeff Weirens show how to avoid mergers and acquisitions (M&A) pitfalls and create real, long-term shareholder value. It includes details on every stage of the process, from developing an M&A strategy, planning for a successful announcement day, and focusing on what happens after the deal to realizing the promised synergies and sustaining long-term shareholder value.

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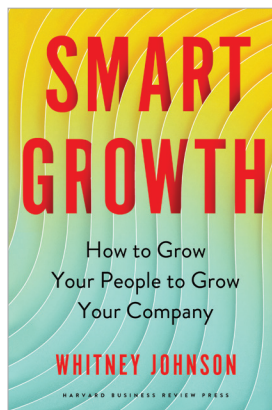
The Synergy Solution

How Companies Win the Mergers and Acquisitions Game

MARK L. SIROWER, JEFFERY M. WEIRENS

9781647820428 • Hardcover
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Helping people grow and develop their potential is what leaders strive for. In *Smart Growth*, Whitney Johnson shows how growth happens and how people and organizations can create a culture that fosters it. As we grow, so do organizations and societies. Growth betters the world. Growth occurs when we try something new and invest the effort to move it from being something we do to something we are.

A Wall Street Journal Bestseller

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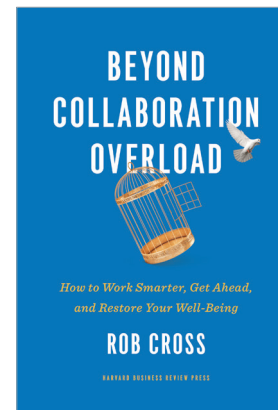
Smart Growth

How to Grow Your People to Grow Your Company

WHITNEY JOHNSON

9781647821159 • Hardcover
240 pages • 6 1/8" x 9 1/4" • US\$ 30.00

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Collaboration, that seemingly good thing, is creating an epidemic of overload and burnout. Rob Cross, professor at Babson College, has found the answer: precision collaboration. This step-by-step guide shows how the best collaborators prevent overload from derailing their careers, and often their lives, by mobilizing a broad network, drawing people and ideas to them, and engaging in renewal activities to promote well-being. By applying these best practices, you can reclaim more than 20 percent of your time—a workday every week.

8,000 copies sold

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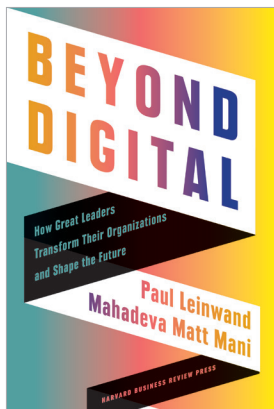
Beyond Collaboration Overload

How to Work Smarter, Get Ahead, and Restore Your Well-Being

ROB CROSS

9781647820121 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Simplified Chinese: Cheers



Digital transformation is critical, but winning in today's world requires more than digitization. PwC's Paul Leinwand and Mahadeva Matt Mani take readers inside twelve companies that have navigated this monumental shift, including Philips's reinvention as a focused health technology player and Cleveland Clinic's expansion around the world. They share seven imperatives to help businesses plan and execute the transformations that are required for success in the digital age.

16,000 copies sold

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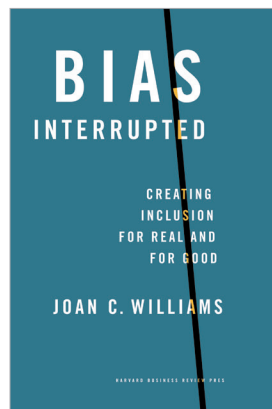
Beyond Digital

How Great Leaders Transform Their Organizations and Shape the Future

PAUL LEINWAND, MAHADEVA MATT MANI

9781647822323 • Hardcover
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Joan Williams explains how leaders can use standard business tools—data, metrics, and persistence—to interrupt the bias that controls access to career-enhancing opportunities. She presents fresh evidence that interrupting bias helps every group—including White men. *Bias Interrupted* delivers real, practical value in an efficient and accessible manner to an audience that has never needed it more. It's possible to interrupt bias. Here's where you start.

6,000 copies sold

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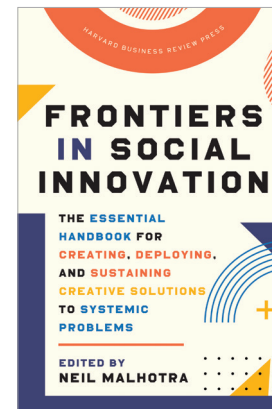
Bias Interrupted

Creating Inclusion for Real and for Good

JOAN C. WILLIAMS

9781647822729 • Hardcover
288 pages • 5 1/2" x 8 1/4" • US\$ 28.00

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Filled with contributions from the smartest thinkers and most experienced practitioners, the book covers everything from philanthropy and social entrepreneurship to impact investing, and through case studies brings to life the challenges and opportunities. An indispensable volume for anyone who wants to make a difference in the world through innovation and entrepreneurship.

2,000 copies sold

MARCH 2022

Frontiers in Social Innovation

The Essential Handbook for Creating, Deploying, and Sustaining Creative Solutions to Systemic Problems

EDITED BY NEIL MALHOTRA

9781647821418 • Hardcover
432 pages • 6 1/8" x 9 1/4" • US\$ 50.00

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Inspiring Conversations, Advancing Together

The HBR Women at Work series spotlights the real challenges and opportunities women experience throughout their careers. With interviews from the popular podcast of the same name and related articles, stories, research, and discussion guides, these books provide inspiration and advice for workplace challenges including inequity, advancement, and community building.

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- Includes a variety of perspectives and experiences
- Features real-life stories that readers can relate to and learn from
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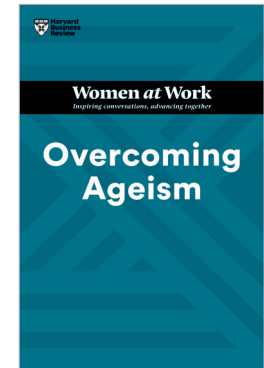
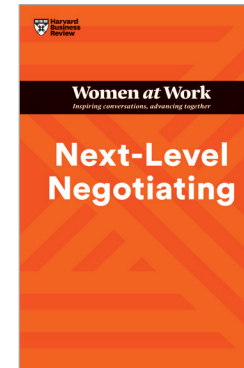
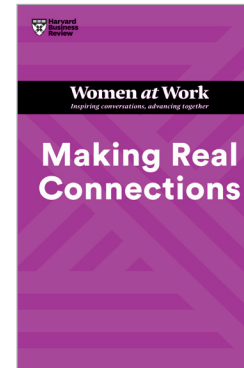
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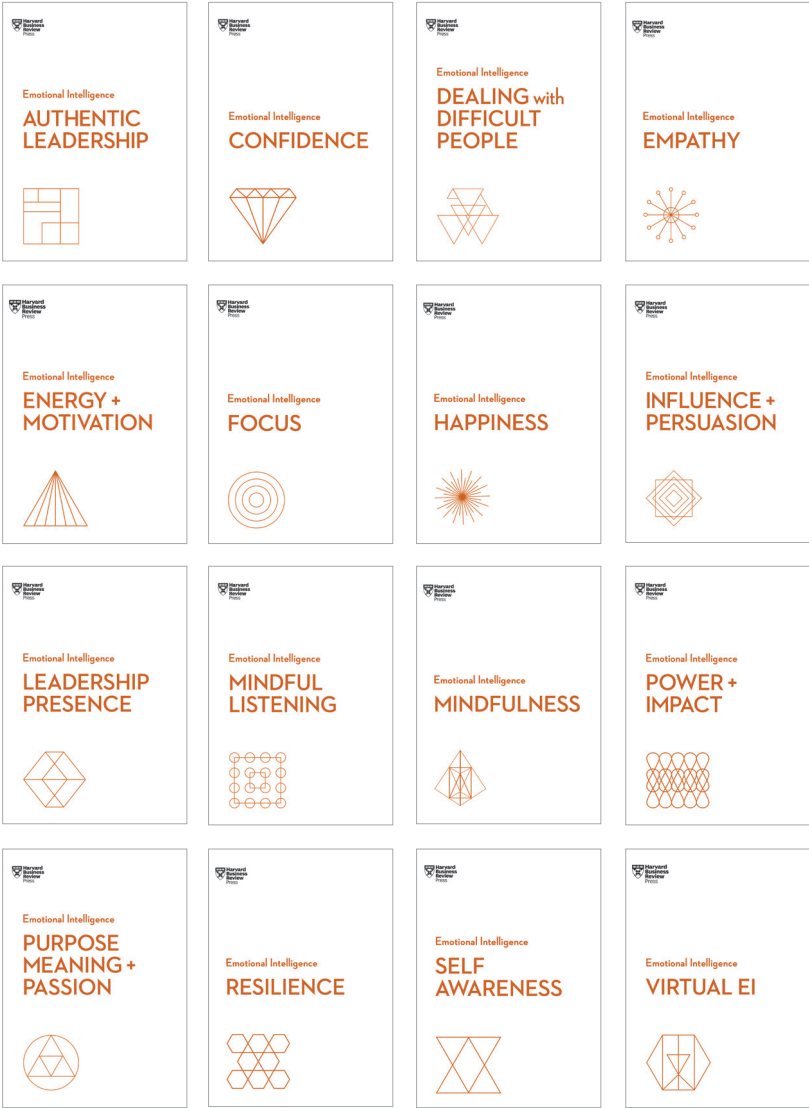
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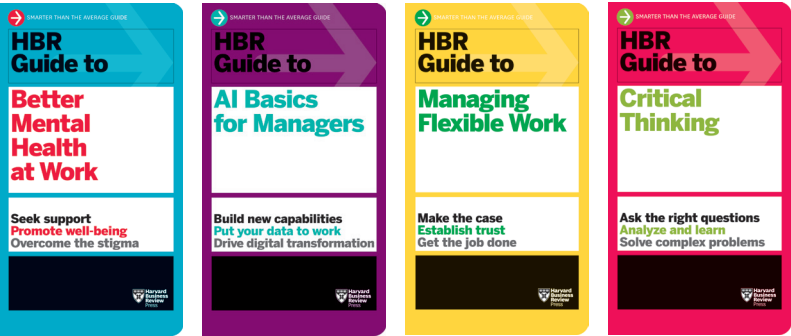
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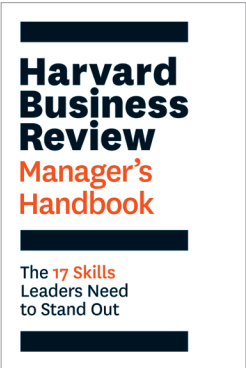
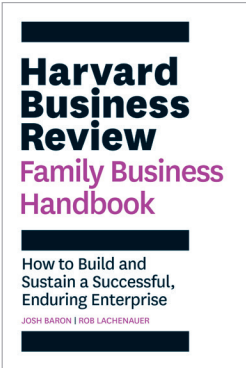
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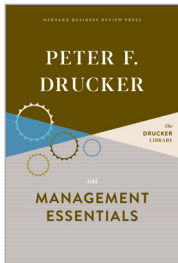
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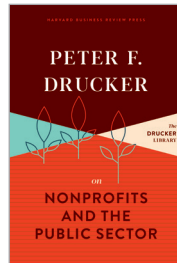
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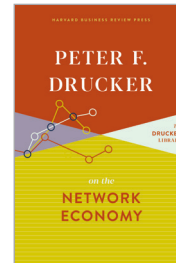
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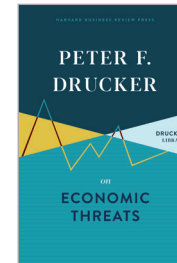
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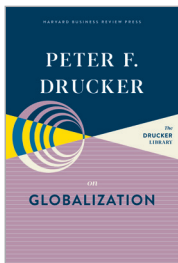
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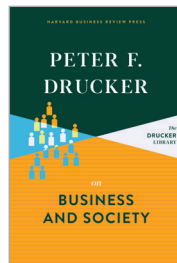
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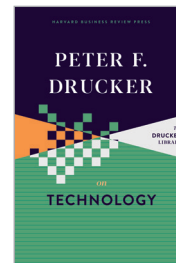
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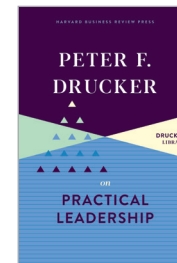
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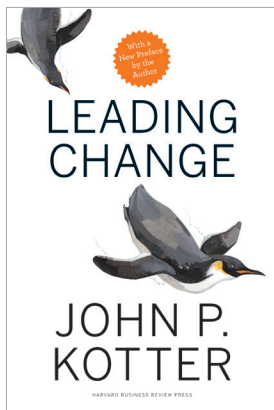
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384 pages • 6 1/8" x 9 1/4"

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John Kotter's now-legendary eight-step process for managing change has become the foundation for leaders and organizations around the globe. The book serves as both visionary guide and practical toolkit for how to approach the difficult yet crucial work of leading change in any type of organization.

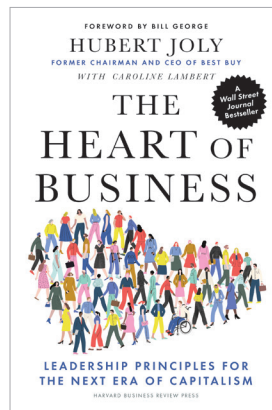
1.25 million copies sold
29,000 sold in the past year

JULY 1996 & NOVEMBER 2012

Leading Change JOHN P. KOTTER

9781422186435 • Hardcover
 208 pages • 6 1/8" x 9 1/4" • US\$ 32.00

CURRENT LICENSEES Arabic: Jarir • Complex Chinese: Commonwealth • Czech: Albatros • Dutch: Boom • French: Pearson • Georgian: Diogene • German: Vahlen • Greek: Kritiki • Hebrew: Matar • Indonesian: Gramedia • Italian: Feltrinelli • Japanese: Nikkei • Korean: Gimm-Young • Mongolian: MLC • Polish: Helion • Portuguese (Brazil): Alta • Portuguese (Portugal): Lua de Papel • Russian: Alpina • Simplified Chinese: Huazhang • Spanish: Urano • Thai: WeLearn • Turkish: Dogan Kitap • Vietnamese: Alpha



Hubert Joly unveils the philosophy behind his success as CEO of Best Buy: pursue a noble purpose, put people at the center, create an environment where every employee can blossom, and treat profit as an outcome, not the goal.

A Wall Street Journal Bestseller

"This smart, practical guide is a perfect resource for any business leader." —*Publishers Weekly*

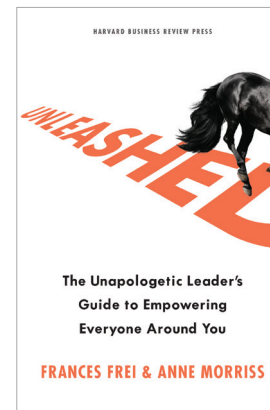
81,000 copies sold

MAY 2021

The Heart of Business Leadership Principles for the Next Era of Capitalism HUBERT JOLY WITH CAROLINE LAMBERT

9781647820381 • Hardcover
 256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • Complex Chinese: Commonwealth • Dutch: Quinter • French: Plon • Georgian: Bubblehead • Hungarian: Balloon World • Japanese: Eiji • Korean: SangSangSquare • Mongolian: United Business Review • Portuguese (Brazil): Sextante • Portuguese (Portugal): Presenca • Romanian: Prestige • Russian: AST • Serbian: Publik Praktikum • Simplified Chinese: CITIC • Thai: SE Education • Vietnamese: Alpha



At its core, leadership is not about you. Real leadership is about how effective you are at making other people better—even when you are not there. *Unleashed* shows how the boldest, most effective leaders use a special combination of trust, love, and inclusion to create a space in which other people can excel, and it provides practical, battle-tested tools to make these ideas come alive.

"Sparkily written and personal—full of simple tips to build trust and reduce bias." —*Financial Times*

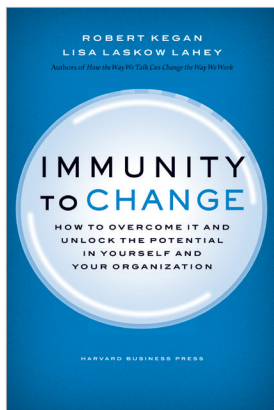
57,000 copies sold

JUNE 2020

Unleashed The Unapologetic Leader's Guide to Empowering Everyone Around You FRANCES FREI, ANNE MORRIS

9781633697041 • Hardcover
 240 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Majarra • Japanese: PHP Institute • Korean: Hankyoreh • Polish: Druga Strona • Simplified Chinese: CITIC



Immunity to Change shows how our individual beliefs, along with the collective mindsets in our organizations, combine to make change maddeningly elusive. This persuasive and practical book, filled with hands-on diagnostics and compelling case studies, delivers the tools to overcome the forces of inertia and transform life and work.

149,000 copies sold
7,000 in the past year

JANUARY 2009

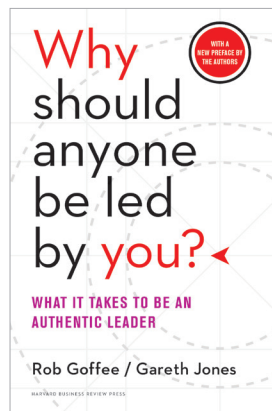
Immunity to Change

How to Overcome It and Unlock the Potential in Yourself and Your Organization

ROBERT KEGAN, LISA LASKOW LAHEY

9781422117361 • Hardcover
304 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Complex Chinese: Corporate Synergy • Danish: Gyldendal • French: Colligence SAS • Hungarian: HVG • Indonesian: PT Gramedia • Italian: Franco Angeli • Japanese: Eiji • Korean: Chunghye • Polish: Helion • Portuguese (Brazil): Alta • Russian: Mann • Simplified Chinese: Beijing Normal Press • Thai: Think Beyond



In this lively and practical book, Rob Goffee and Gareth Jones reveal how to hone and deploy your unique leadership abilities while managing the tensions at the heart of successful leadership: when to show emotion and when to withhold it, how to get close to followers while maintaining an appropriate distance, and maintaining your individuality while “conforming enough” to gain traction and lead change.

184,000 copies sold
6,000 in the past year

MARCH 2006 & NOVEMBER 2015

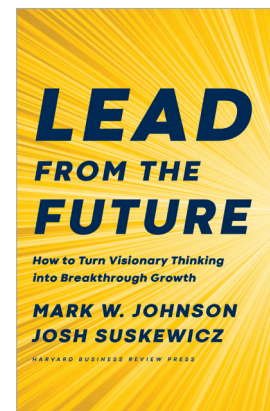
Why Should Anyone Be Led by You?

(With a New Preface by the Authors)
What It Takes to Be an Authentic Leader

ROB GOFFEE, GARETH JONES

9781633691087 • Hardcover
244 pages • 6 1/8" x 9 1/4" • US\$ 35.00

RIGHTS SOLD (New Edition) Arabic: Obeikan • Azerbaijani: TEAS • Japanese: Eiji • Russian: Eksmo • Simplified Chinese: Beijing Mediatime



We all know a visionary leader when we see one. They're bold and prophetic and at the same time pragmatic. They drive change while inspiring and mobilizing others to do the same. *Lead from the Future* introduces a new way of thinking and managing—called “future-back”—that enables any manager to become a practical visionary.

Named one of the “10 Best New Business Books of 2020” by *Inc.* magazine.

13,000 copies sold

APRIL 2020

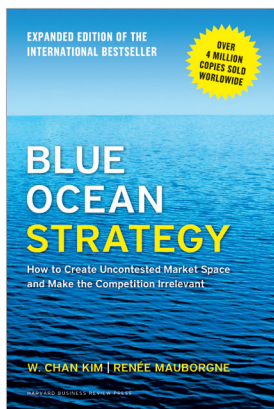
Lead from the Future

How to Turn Visionary Thinking into Breakthrough Growth

MARK W. JOHNSON, JOSH SUSKEWICZ

9781633697546 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Japanese: Jitsumu Kyoiku • Simplified Chinese: Cheers • Vietnamese: PACE



This global bestseller challenges everything you thought you knew about strategic success. Now updated with fresh content from the authors, *Blue Ocean Strategy* argues that lasting success comes not from battling competitors but from creating “blue oceans”—untapped new market spaces ripe for growth.

**1.26 million copies sold in English
31,000 in the past year**

FEBRUARY 2005 & JANUARY 2015

Blue Ocean Strategy

How to Create Uncontested Market Space and Make the Competition Irrelevant

W. CHAN KIM, RENÉE MAUBORGNE

9781625274496 • Hardcover
320 pages • 6 1/8" x 9 1/4" • US\$ 32.00

Translated into 47 languages



This *Wall Street Journal* bestseller outlines the strategic approach A. G. Lafley used to double Procter & Gamble’s sales and quadruple its profits. This book shows leaders and managers in any organization how to deliver on their strategic goals by focusing all staff on where to play and how to win.

**297,000 copies sold
24,000 in the past year**

FEBRUARY 2013

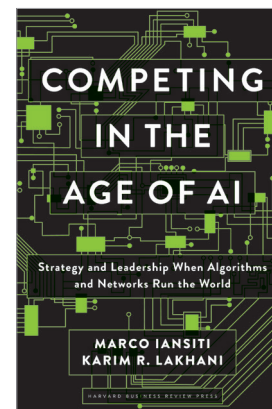
Playing to Win

How Strategy Really Works

A. G. LAFLEY, ROGER L. MARTIN

9781422187395 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • Complex Chinese: China Productivity Center • Czech: Dobrovsk/Omega • Japanese: PanRolling • Korean: Jinsung • Mongolian: Suun Svud • Portuguese (Brazil): Alta • Portuguese (Portugal): Clube do Autor • Russian: Mann • Simplified Chinese: Cheers • Spanish: Arpa • Thai: Nokhook • Turkish: Moda Offset • Ukrainian: Nash Format • Vietnamese: Tre



Competing in the Age of AI shows how processes driven by artificial intelligence (AI) remove traditional constraints on scale and scope and enable companies to straddle industry boundaries and create powerful learning opportunities. Packed with examples and based on research at hundreds of firms, this is the essential guide for rethinking how firms compete and operate in the era of AI.

“Well written, readable, engaging, and accessible.”
—*Irish Tech News*

60,000 copies sold

JANUARY 2020

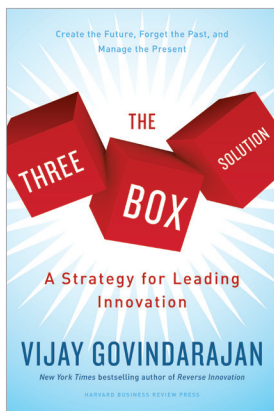
Competing in the Age of AI

Strategy and Leadership When Algorithms and Networks Run the World

MARCO IANSITI, KARIM R. LAKHANI

9781633697621 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Arabic: Majarra • Complex Chinese: Commonwealth • Japanese: Eiji • Korean: UX Review • Mongolian: Suun Svud • Polish: Lethe • Portuguese (Brazil): AlfaCon • Russian: Eksmo • Simplified Chinese: Huazhang • Turkish: Optimist • Ukrainian: Bookchef • Vietnamese: PACE



A simple model to solve a fundamental problem for leaders—how do you run your current business while simultaneously reinventing it? *The Three-Box Solution* offers a way of allocating energy, time, and resources. Box 1: The Present; Box 2: The Past; Box 3: The Future.

“A simple and practical path for innovation.”
—*Financial Times*

55,000 copies sold

APRIL 2016

The Three-Box Solution

A Strategy for Leading Innovation

VIJAY GOVINDARAJAN

9781633690141 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Arabic: Jarir • Japanese: Diamond • Korean: KITA • Portuguese: HSM • Simplified Chinese: CITIC • Thai: WeLearn



As traditional industries are disrupted, Sunil Gupta argues, leaders need to reexamine four fundamental aspects of their businesses: strategy, value chain, customers, and organization. Filled with rich case studies and deep analysis, *Driving Digital Strategy* shows how established firms can mitigate the threats and leverage the opportunities of the digital era.

“A comprehensive overview of what is needed to develop a successful digital strategy.” —*Børsen*

33,000 copies sold

AUGUST 2018

Driving Digital Strategy

A Guide to Reimagining Your Business

SUNIL GUPTA

9781633692688 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Korean: Freelec • Portuguese (Brazil): M Books • Simplified Chinese: Renmin • Thai: Nation • Ukrainian: KM • Vietnamese: 1980 Books



When it comes to strategy, the mistake most managers make is thinking they have one when they don't. Joan Magretta, author of the bestselling *Understanding Michael Porter*, has teamed up with illustrator Emile Holmewood to capture essential strategy concepts in a short, easy-to-understand graphic format. With a charming cast of characters—a team of managers who call in Professor Porter to help—the book helps readers quickly grasp the fundamentals of strategy.

“Original and well thought out . . . 6/6 stars.” —*Børsen*

6,000 copies sold

SEPTEMBER 2020

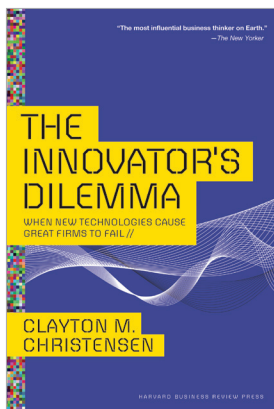
What Is Strategy?

An Illustrated Guide to Michael Porter

**JOAN MAGRETTA, EMILE HOLMEWOOD,
HEINRICH ZIMMERMANN**

9781633698239 • Hardcover
80 pages • 10" x 10" • US\$ 25.00

RIGHTS SOLD Arabic: Jarir • Japanese: Rakkousha • Thai: Live Rich Forever



In one of the most influential business books of all time, Clayton Christensen shows how even the most outstanding companies can do everything right yet still lose market leadership. He explains why most companies miss out on new waves of innovation. *The Innovator's Dilemma* is the book no manager, leader, or entrepreneur should be without.

760,000 copies sold
26,000 sold in the past year

JUNE 1997 & NOVEMBER 2013

The Innovator's Dilemma

When New Technologies Cause Great Firms to Fail

CLAYTON M. CHRISTENSEN

9781422196021 • Hardcover
 288 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Albanian: Minerva • Arabic: Majarra • Armenian: Antares • Azerbaijani: Qanun • Complex Chinese: Business Weekly • Dutch: Business Contact • Finnish: Talentum • French: Valor • German: Vahlen • Greek: Crete University Press • Italian: Franco Angeli • Japanese: Shoeisha • Kazakh: JV Team • Korean: Sejong • Mongolian: Nepko • Polish: PWN • Portuguese (Brazil): M Books • Portuguese (Portugal): Actual • Romanian: Mediafax • Russian: Alpina • Serbian: Finesa • Simplified Chinese: CITIC • Slovak: United Philanthropy • Spanish: Granica • Thai: Maxions • Turkish: Koridor • Ukrainian: Oksana Forosty • Uzbek: Golden Books • Vietnamese: PACE



Now updated, *The Innovator's DNA* outlines the five discovery skills—associating, questioning, observing, networking, and experimenting—that distinguish innovative entrepreneurs and executives from ordinary managers. The authors show readers how to evaluate and build on their “DNA” code through in-depth advice and stories that demonstrate each discovery skill in action and how to develop it.

134,000 copies sold (both editions)
5,000 sold in the past year

JUNE 2019

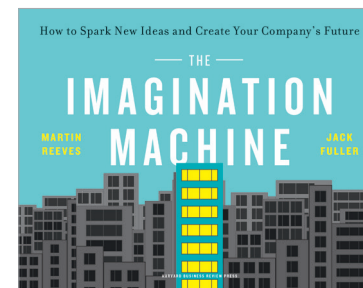
The Innovator's DNA (Updated with a New Preface)

Mastering the Five Skills of Disruptive Innovators

**JEFF DYER, HAL GREGERSEN,
 CLAYTON M. CHRISTENSEN**

9781633697218 • Hardcover
 320 pages • 6 1/8" x 9 1/4" • US\$ 35.00

RIGHTS SOLD Complex Chinese: CommonWealth Magazine • Danish: L&R • French: Pearson • Hungarian: OneLife • Indonesian: ANDI • Japanese: Shoeisha • Korean: Sejong • Polish: ICAN • Portuguese (Brazil): Alta • Russian: Eksmo • Simplified Chinese: CITIC • Spanish: Planeta • Thai: Pran • Vietnamese: Alpha



At a time when we need imagination more than ever, Boston Consulting Group's Martin Reeves and Jack Fuller lay out how to create ideas and bring them to life. From putting yourself in a more imaginative mindset by focusing on “what could be” and spreading evolving ideas to codifying and exploiting new ideas and keeping imagination going, *The Imagination Machine* is an erudite and entertaining guide to injecting new life into your company. Fully illustrated and in full color.

16,000 copies sold

JUNE 2021

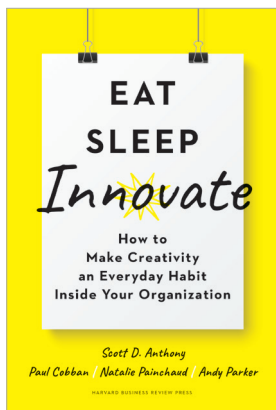
The Imagination Machine

How to Spark New Ideas and Create Your Company's Future

MARTIN REEVES, JACK FULLER

9781647820862 • Hardcover
 256 pages • 9 1/2" x 7 1/2" • US\$ 35.00

RIGHTS SOLD Arabic: Majarra • Italian: Egea • Japanese: Nikkei • Polish: MT Biznes • Russian: Prosvyescheniye • Simplified Chinese: CITIC



This fun, lively, and original book is a playbook for creating an innovative culture and hardwiring innovation into everything a company does. With case studies of “normal companies doing fascinating things,” the book provides readers with the tools to create their own hacks, which they can use to build and sustain their own version of an innovation culture.

“An indispensable guide. I highly recommend it.”
—Ed Catmull, Cofounder, Pixar

12,000 copies sold

OCTOBER 2020

Eat, Sleep, Innovate

How to Make Creativity an Everyday Habit Inside Your Organization

**SCOTT D. ANTHONY, PAUL COBBAN,
NATALIE PAINCHAUD, ANDY PARKER**

9781633698376 • Hardcover
272 pages • 6 1/8" x 9 1/4" • US\$ 28.00

RIGHTS SOLD Arabic: Jarir • Simplified Chinese: Huazhang • Vietnamese: PACE



The new playbook for innovation—wherever it has the potential to happen. Startups are taking root all over the world, but as venture capital expert Alex Lazarow says, they’re not following the Silicon Valley model. In *Out-Innovate*, he tells success stories of startups that build industries rather than disrupt, are born global because local markets are too small, and focus on resilience rather than on growth at any cost.

“[An] engaging quest . . . shedding new light on innovation.” —*Financial Times*

5,000 copies sold

APRIL 2020

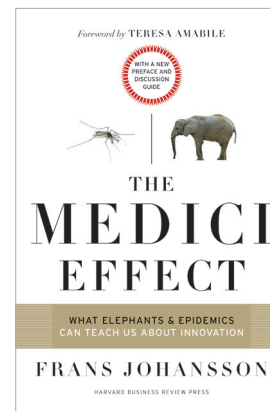
Out-Innovate

How Global Entrepreneurs from Delhi to Detroit Are Rewriting the Rules of Silicon Valley

ALEXANDRE LAZAROW

9781633697584 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Korean: Freelec • Simplified Chinese: CTPH • Spanish: LID



Why do so many world-changing insights come from people with little or no related experience? *The Medici Effect* shows how breakthrough ideas most often occur when we bring concepts from one field into another and offers examples of how we can turn the ideas we discover into pathbreaking innovations.

“Required reading for trailblazers all over the world.”
—Daniel Pink

135,000 copies sold (both editions)

SEPTEMBER 2006 & MARCH 2017

The Medici Effect

What Elephants & Epidemics Can Teach Us about Innovation

FRANS JOHANSSON

9781633692923 • Paperback
256 pages • 5 1/2" x 8 1/4" • US\$ 25.00

RIGHTS SOLD Complex Chinese: Business Weekly • German: Börsenmedien • Japanese: CCC Media • Korean: Sejong • Simplified Chinese: Beijing Mediatime • Turkish: Kapital Media • Ukrainian: Lviv Business School • Vietnamese: Ecoblader



The international bestseller presents proven strategies for conquering the challenges of transitions—no matter where you are in your career. This updated and expanded edition addresses today's increasingly demanding professional world, where managers change roles more frequently and are expected to deliver results within the first 90 days.

1.7 million copies sold
108,000 sold in the past year

SEPTEMBER 2003 & MAY 2013

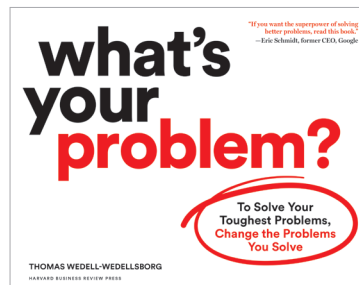
The First 90 Days (Updated and Expanded)

Proven Strategies for Getting Up to Speed Faster and Smarter

MICHAEL WATKINS

9781422188613 • Hardcover
 304 pages • 5 1/2" x 8 1/4" • US\$ 30.00

CURRENT LICENSEES Arabic: Jarir • Complex Chinese: Business Weekly • Czech: Albatros • Dutch: Business Contact • French: Pearson • German: Campus • Greek: Klidarithmos • Hebrew: Matar • Hungarian: Noran Ibro • Indonesian: Serambi • Italian: Hoepli • Japanese: Shoeisha • Korean: Dongnyok • Mongolian: Suun Suvd • Polish: Helion • Portuguese (Brazil): Alta • Russian: Mann • Simplified Chinese: CITIC • Spanish: Reverte • Thai: WeLearn • Turkish: Optimist • Ukrainian: Nash Format • Vietnamese: Alpha



If you have ever worked hard on something only to find you were focusing on the wrong problem entirely, then *What's Your Problem?* can help. In this visually engaging and friendly book, you'll learn reframing, a crucial, underutilized skill that you can easily master. Teach yourself and your team to reframe, and growth and success will follow.

"If you want the superpower of solving better problems, read this book." —Eric Schmidt, former Executive Chairman, Google and Alphabet

22,000 copies sold

MARCH 2020

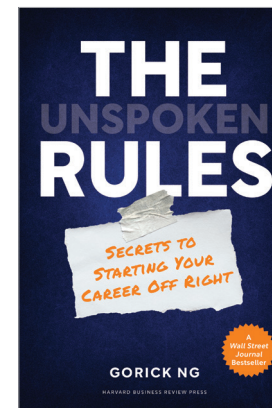
What's Your Problem?

To Solve Your Toughest Problems, Change the Problems You Solve

THOMAS WEDELL-WEDELLSBORG

9781633697225 • Paperback
 232 pages • 9 1/2" x 7 1/2" • US\$ 35.00

RIGHTS SOLD Arabic: Jarir • Complex Chinese: Commonwealth • Czech: Portal • Danish: Content • French: Pearson • Indonesian: Grasindo • Japanese: Jitsumu Kyoiku • Korean: Chunggrim • Portuguese (Brazil): Saraiva • Romanian: Publica • Russian: Alpina • Simplified Chinese: Xiron • Ukrainian: Vivat • Vietnamese: WeTransform



You've landed a job. Now what? Gorick Ng, a first-generation college student and Harvard career adviser, distills the wisdom he has gathered about the unspoken rules of work. Loaded with frameworks, checklists, and talking points, the book provides concrete strategies for readers to set themselves up for a fulfilling career.

A Wall Street Journal Bestseller

"It can help everyone from interns to CEOs."
 —*Financial Times*

30,000 copies sold

APRIL 2021

The Unspoken Rules

Secrets to Starting Your Career Off Right

GORICK NG

9781647820442 • Hardcover
 272 pages • 6 1/8" x 9 1/4" • US\$ 26.00

RIGHTS SOLD Arabic: Jarir • Czech: Prah • Dutch: Business Contact • Farsi: Aryana Ghalam • French: Pearson • German: Redline • Japanese: Jitsumu Kyoiku • Portuguese (Brazil): GMT Editores • Russian: AST • Simplified Chinese: Cheers



As Harvard Business School professor Ashley Whillans reveals, not having enough time makes us unhappy, but earning more money isn't the answer. The real secret to gaining happiness is using money to buy time. *Time Smart* shows how to "find time" and "fund time" and helps readers transform themselves into happier, less-stressed people who build better relationships and have more productive careers.

"Helps readers identify how to value time like money."
—*Management Today*

17,000 copies sold

OCTOBER 2020

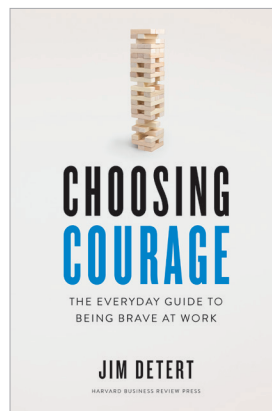
Time Smart

How to Reclaim Your Time and Live a Happier Life

ASHLEY WHILLANS

9781633698352 • Hardcover
208 pages • 6 1/8" x 9 1/4" • US\$ 28.00

RIGHTS SOLD Arabic: Jarir • Complex Chinese: Commonwealth Magazine • Japanese: Toyo Keizai • Korean: Segyesa • Simplified Chinese: Dook • Thai: Amarin



Have you ever wanted to disagree with your boss? Speak up about your company's lack of diversity? We all have these opportunities, but we often fail to act. Jim Detert, the world's foremost expert on workplace courage, gives readers a fresh perspective on the power of voicing authentic ideas and opinions. Whether you're looking to make a mark, stay true to your values, or simply grow as a professional, this is the guide you need to make a greater impact at work.

9,000 copies sold

MAY 2021

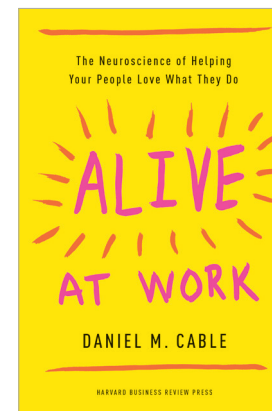
Choosing Courage

The Everyday Guide to Being Brave at Work

JIM DETERT

9781647820084 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • Portuguese (Brazil): Saraiva



With surveys showing an alarming amount of disengagement at work, Dan Cable says, organizations need to stop suppressing the part of our brain that craves experimentation and exploration. With small nudges, managers can make meaningful impacts on the lives of their employees and restore their zest for work.

"If you care about improving the quality of life at work, you'll enjoy this lively book." —Adam Grant

42,000 copies sold

MARCH 2018

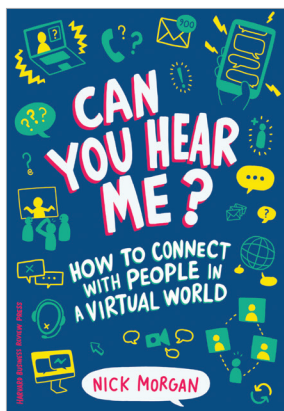
Alive at Work

The Neuroscience of Helping Your People Love What They Do

DANIEL M. CABLE

9781633694255 • Hardcover
224 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Majarra • Japanese: Nikkei BP • Korean: Galmaenam • Simplified Chinese: CITIC • Thai: SE Education



Nick Morgan says we need to rethink how we communicate virtually. He creates new rules and practical tips for how to communicate when you can't be physically present. If you work in an organization that has more than one office or whose customers aren't nearby, *Can You Hear Me?* is your essential instruction manual for twenty-first-century work.

"One of the best books on virtual communication."

—*Børsen*

10,000 copies sold

OCTOBER 2018

Can You Hear Me?

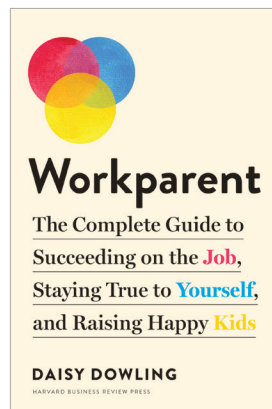
How to Connect with People in a Virtual World

NICK MORGAN

9781633694446 • Hardcover

288 pages • 5 1/2" x 8 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • Korean: Pymate • Russian: Eksmo



Whether you're planning a family, are pushing for a promotion during your kids' teenage years, or are at any phase in between, *Workparent* provides all the advice and assurance parents need to combine children and career in their own authentic way. The book is an all-in-one guide that coaches parents on how to do well at work, be the loving and engaged parents they want to be, and remain true to themselves.

9,000 copies sold

MAY 2021

Workparent

The Complete Guide to Succeeding on the Job, Staying True to Yourself, and Raising Happy Kids

DAISY DOWLING

9781633698390 • Hardcover

576 pages • 6 1/8" x 9 1/4" • US\$ 25.00

RIGHTS SOLD Simplified Chinese: Beijing Guangchen Culture • Vietnamese: Alpha



Talent expert Marc Efron reveals eight key areas where everyone can improve, and he provides practical steps to help readers focus and produce tangible results. Research-based and practical, this short, powerful book reveals what really works for improving performance.

"Scientifically proven workplace performance enhancers [that] make a difference to performance in the office and not just a lab." —mrporter.com

17,000 copies sold

AUGUST 2018

8 Steps to High Performance

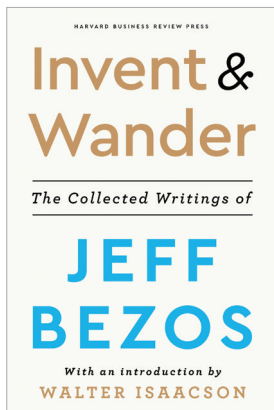
Focus on What You Can Change (Ignore the Rest)

MARC EFFRON

9781633693975 • Hardcover

240 pages • 6 1/8" x 9 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Jarir • Complex Chinese: Star • Czech: Euromedia • Polish: ICAN • Portuguese (Brazil): Saraiva • Russian: Eksmo • Simplified Chinese: Beijing Mediatime • Spanish: Taller del Exito • Thai: SE Education • Vietnamese: 1980 Books



In this collection of Jeff Bezos's writings, you'll gain an insider's view of the why and how of his success. *Invent & Wander* offers readers a master class in business values, strategy, and execution. Everyone from CEOs to entrepreneurs to the millions of people who use Amazon's products and services will come to understand the principles that have driven the success of one of the most important innovators of our time.

98,000 copies sold

NOVEMBER 2020

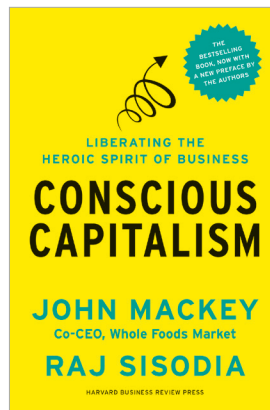
Invent & Wander

The Collected Writings of Jeff Bezos

**CONTRIBUTIONS BY JEFF BEZOS,
INTRODUCTION BY WALTER ISAACSON**

9781647820718 • Hardcover
288 pages • 6 1/8" x 9 1/4" • US\$ 28.00

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In this *Wall Street Journal* bestseller, Whole Foods Market's John Mackey and professor Raj Sisodia argue for the inherent good of both business and capitalism. Featuring some of today's best-known companies, this book illustrates how these two forces can—and do—work powerfully to create value for all stakeholders.

**192,000 copies sold
6,000 sold in the past year**

JANUARY 2013

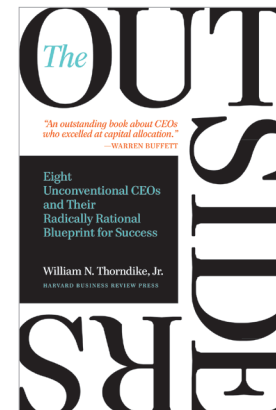
Conscious Capitalism

Liberating the Heroic Spirit of Business

JOHN MACKEY, RAJ SISODIA

9781422144206 • Hardcover and Paperback
288 pages • 6 1/8" x 9 1/4" • US\$ 32.00

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Learn the traits and methods of eight individualistic and low-profile CEOs whose firms' average returns outperformed the S&P 500 by a factor of twenty. The book reveals a compelling alternative model for anyone interested in leading a company or investing in one—and reaping extraordinary returns.

"An outstanding book." —Warren Buffett

**245,000 copies sold
15,000 sold in the past year**

OCTOBER 2012

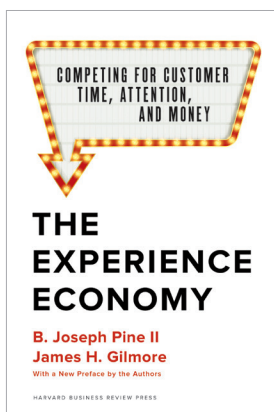
The Outsiders

Eight Unconventional CEOs and Their Radically Rational Blueprint for Success

WILLIAM N. THORNDIKE, JR.

9781422162675 • Hardcover
240 pages • 5 1/2" x 8 1/4" • US\$ 30.00

RIGHTS SOLD Arabic: Majarra • Bulgarian: Together Academy • Complex Chinese: Gusa • French: Valor • German: Rentrop • Japanese: Pan Rolling • Korean: Mindbuilding • Polish: Helion • Portuguese: GrupoA • Russian: Eksmo • Simplified Chinese: Cheers • Spanish: Valor • Thai: Earnest • Turkish: Pegasus • Vietnamese: Thaiha



With a brand-new preface, the authors make an even stronger case for experiences as the critical link between a company and its potential audience. They take the original idea that experiences and transformations are the basis for future business growth and prosperity and broaden its application to the demands of today's increasingly distractible, time-starved world.

241,000 copies sold (all editions)

7,000 sold in the past year

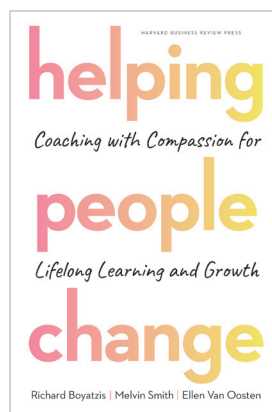
DECEMBER 2019

The Experience Economy (*Updated with a New Preface*)
Competing for Customer Time, Attention, and Money

B. JOSEPH PINE II, JAMES H. GILMORE

9781633697973 • Hardcover
368 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Complex Chinese: EcoTrend • Dutch: Boom • Italian: Etas • Japanese: Diamond • Korean: UX Review • Romanian: Publica • Russian: Alpina • Simplified Chinese: Huazhang • Turkish: Optimist • Ukrainian: Vivat • Vietnamese: Alpha



Helping People Change uses real-life stories and original research to show how “coaching with compassion” opens people up to thinking creatively, helps them learn and grow in meaningful ways, and motivates them to sustain that growth.

“Full of stories illustrating how asking the right questions can enable people to achieve their dreams.”
—*Financial Times*

30,000 copies sold

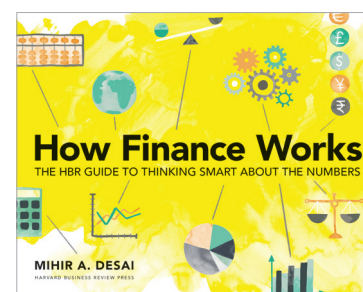
SEPTEMBER 2019

Helping People Change
Coaching with Compassion for Lifelong Learning and Growth

**RICHARD BOYATZIS, MELVIN SMITH,
ELLEN VAN OOSTEN**

9781633696563 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

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Mihir Desai—Harvard Business School professor and cohost of the podcast *After Hours*—guides readers through the complex but endlessly fascinating world of finance. With entertaining case studies, interactive exercises, and a conversational style, he tackles a broad range of topics that will help you start thinking more deeply about the numbers whether you're a student, a manager, an aspiring chief financial officer, or an entrepreneur.

71,000 copies sold

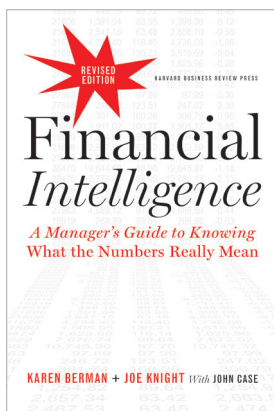
MARCH 2019

How Finance Works
The HBR Guide to Thinking Smart about the Numbers

MIHIR A. DESAI

9781633696709 • Paperback
288 pages • 9 1/2" x 7 1/5" • US\$ 35.00

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Accessible, jargon-free, and filled with entertaining stories of real companies, *Financial Intelligence* gives nonfinancial managers the confidence to understand the nuance beyond the numbers. The updated edition brings the numbers up to date and includes questions about the financial crisis and broader financial and accounting literacy.

277,000 copies sold

18,000 sold in the past year

JANUARY 2006 & FEBRUARY 2013

Financial Intelligence

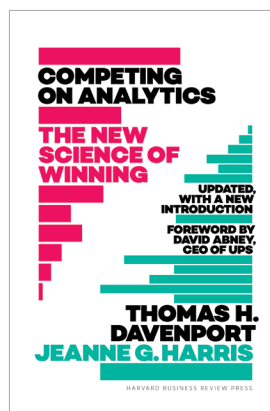
A Manager's Guide to Knowing What the Numbers Really Mean

KAREN BERMAN, JOE KNIGHT, JOHN CASE

9781422144114 • Hardcover

302 pages • 6 1/8" x 9 1/4" • US\$ 30.00

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Thomas H. Davenport and Jeanne G. Harris explain how analytics is transforming the basis of competition. They show how organizations as diverse as Procter & Gamble, Capital One, CEMEX, and the Boston Red Sox are using analytics to identify the most profitable customers, accelerate product innovation, optimize supply chains, and leverage the drivers of financial performance.

180,000 copies sold (both editions)

MARCH 2007 & SEPTEMBER 2017

Competing on Analytics

(Updated, with a New Introduction)

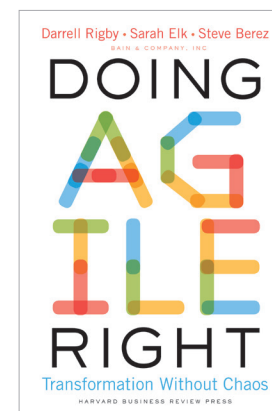
The New Science of Winning

THOMAS H. DAVENPORT, JEANNE G. HARRIS

9781633693722 • Hardcover

320 pages • 6 1/8" x 9 1/4" • US\$ 35.00

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Doing Agile Right dispels the myths and misconceptions that have accompanied agile's growth. The book breaks down how agile really works and explains the crucial importance of scaling agile properly in order to get its full benefits. *Doing Agile Right* is the must-have guide for any company trying to make the transition—and for those already there, it shows a way to avoid or recover from its potential pitfalls.

"Very much needed. The fight against bureaucracy must go on." —*Forbes*

42,000 copies sold

MAY 2020

Doing Agile Right

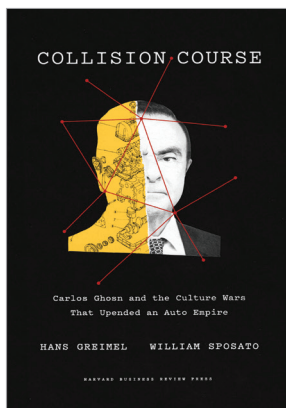
Transformation Without Chaos

DARRELL RIGBY, SARAH ELK, STEVE BEREZ

9781633698703 • Hardcover

256 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Complex Chinese: EcoTrend • Hungarian: HVG • Italian: Egea • Japanese: Toyo Keizai • Korean: RH Korea • Portuguese (Brazil): Saraiva • Russian: Eksmo • Serbian: Finesa • Turkish: The Kitap



Expertly written by two Tokyo-based journalists, *Collision Course* chronicles Carlos Ghosn's two decades of building the Renault-Nissan Alliance; explores the complex story of his arrest and escape; and explains how economics, history, national interests, legal traditions, and hubris converged on probably the most important foreign businessman ever to set foot in Japan.

"An authoritative exposé." —*Financial Times*

7,000 copies sold

JUNE 2021

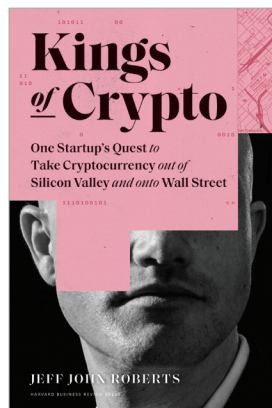
Collision Course

Carlos Ghosn and the Culture Wars That Upended an Auto Empire

HANS GREIMEL, WILLIAM SPOSATO

9781647820473 • Hardcover
256 pages • 6 1/8" x 9 1/4" • US\$ 30.00

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Journalist Jeff John Roberts drops us into the world of cryptocurrency as we follow Silicon Valley entrepreneur Brian Armstrong and his company, Coinbase, as they try to make bitcoin mainstream and disrupt the world of high finance. Clear explanations of crypto technology are woven into a story full of hacking, shady investors, and government investigations.

"A page-turning account." —*Publishers Weekly*

13,000 copies sold

DECEMBER 2020

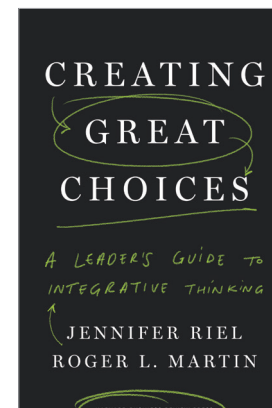
Kings of Crypto

One Startup's Quest to Take Cryptocurrency Out of Silicon Valley and onto Wall Street

JEFF JOHN ROBERTS

9781647820183 • Hardcover
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Conventional wisdom says making trade-offs is inevitable when it comes to hard choices. But there is a better way—integrative thinking, an approach to problem-solving that uses opposing ideas as the basis for innovation. *Creating Great Choices* demystifies the process and lays out a practical four-step method that can be applied in virtually any context.

"Teaches decision makers how to think, not what to think." —Malcolm Gladwell

23,000 copies sold

SEPTEMBER 2017

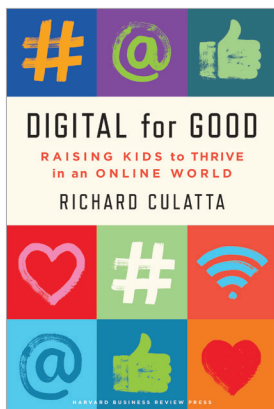
Creating Great Choices

A Leader's Guide to Integrative Thinking

JENNIFER RIEL, ROGER L. MARTIN

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Education technology expert Richard Culatta says our understandable focus on telling children what not to do with technology doesn't help kids take advantage of the good that technology can bring to their lives. In *Digital for Good*, he offers a refreshingly positive view and outlines the qualities every young person should develop. Parents and children alike will discover the path to becoming effective digital citizens, all while making our online world a better place.

10,000 copies sold

JULY 2021

Digital for Good

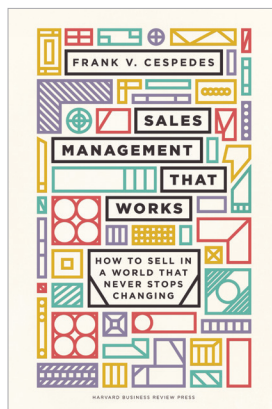
Raising Kids to Thrive in an Online World

RICHARD CULATTA

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256 pages • 6 1/8" x 9 1/4" • US\$ 28.00

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This book provides managers and executives with the tools they need to hire the right talent, properly incentivize the sales force, and create a comprehensive sales model that aligns with company strategy. Chock-full of examples, research, guidelines, and diagnostics, *Sales Management That Works* is the book you need to build a great sales team, create an optimal strategy, and steer clear of hype and fads.

"A refreshing answer on how to optimize sales in a time [of] constantly changing conditions." —*Børsen*

8,000 copies sold

FEBRUARY 2021

Sales Management That Works

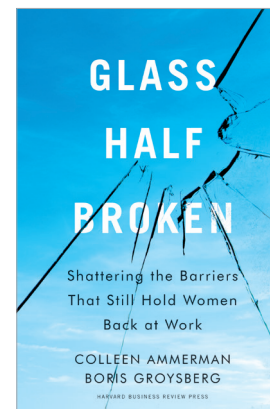
How to Sell in a World That Never Stops Changing

FRANK V. CESPEDES

9781633698765 • Hardcover

256 pages • 6 1/8" x 9 1/4" • US\$ 32.00

RIGHTS SOLD Mongolian: United Business Review • Simplified Chinese: PRH China • Vietnamese: PACE



Glass Half-Broken explains why the gender gap persists and shows how we can overcome the organizational obstacles that push women out of the leadership pipeline along their entire career path. Based on the latest research, the book is the authoritative resource that managers and leaders at all levels can use.

"[The authors] offer solutions not only to cracking the glass ceiling that holds women hostage to unfair hiring practices, but also to shattering it altogether." —*Psychology Today*

7,000 copies sold

APRIL 2021

Glass Half-Broken

Shattering the Barriers That Still Hold Women Back at Work

COLLEEN AMMERMAN, BORIS GROYSBERG

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